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NEWS SUMMARY

GENERAL

Holiday Britons die in Spain

Spanish authorities ordered an inquiry after four British tourists, a Dutch woman and a local youth were killed in the holiday resort of Benidorm when a concrete balcony collapsed on them while they were sheltering from a freak storm. Ten British and Dutch holidaymakers were injured. The victims had not been staying at the apartment block where the structure failure occurred. Three of the dead, whose names were given by the Foreign Office, had travelled with Intasun Travel and the other with Thomson's. Spanish Tourist Office in London said that, with the precautions taken on the spot, there appeared to be no further danger.

Nato summit opens to-day

The weakness in Nato's southern flank arising from the tensions between Greece and Turkey and the political situation in Portugal are likely to dominate the two-day Atlantic summit of Heads of Government which opens in Brussels to-day. President Ford will be having separate talks with the Greek and Turkish Premiers.

Karam's pledge

Lebanese Premier-designate Rashid Karami said the restoration of law and order would be one of his Government's main tasks. He pledged to include all the country's political factions in his Government.

Crash probe

Police were investigating the coach crash at Hoboken, Yorkshire, which killed 31 women and the driver. He told a woman rescuer before he died: "My brakes were shot sticky, and my brakes just failed." His widow, Mrs. Joan Marriott of Thorsby, was said to be "heavily" in hospital with head injuries.

Air strike threat

British Airways engineers at Heathrow are considering whether to go ahead immediately with a strike over pay after inconclusive talks with airline managers. European and internal flights would be affected.

Police pay claim

Police Federation negotiators won overwhelming support at the annual conference in Blackpool to continue to press for pay rises of between 42 and 65 per cent.

Left to their fate

Thameside disclaimed responsibility for becoming the release of three students, two Americans and a Dutch girl, abducted from a research centre in the country a week ago and now held by Communist dissidents in Zaire.

Permitted drug

Marijuana's use in the privacy of a home has effectively been legalised in Alaska in a state ruling which could have an impact throughout the U.S.

On the rampage

Leeds fans travelling to Paris for the European Cup Final were blamed for £2,000 damage to the Victoria-Dorset boat train. Fans of a special chartered train caused no trouble, said British Rail.

Mum's the word

Mrs. Margaret Simmonds of Cheltenham, Gloucester, who was told 15 years ago that she could not have any more children because of a twisted womb, gave birth to a girl she did not know she had been carrying as she was about to bath her baby grand-daughter.

BUSINESS

Equities down 6.7; Long gilts stronger

EQUITIES were markedly dull, drifting down throughout the day. The FT 30-share index closed at the day's low, falling 6.7 to 346.6. The impending referendum continued to restrain investment interest.

GILTS: Longs claimed most attention with gains of up to a point, after cuts in two European Bank rates. Mediums put



on around 1 but the switch into longs left shorts with falls ranging to 5/32. The Government Securities index improved 0.48 to 38.14.

GOLD fell 31 1/2 to \$171.

STERLING fell 60 points to \$2.3205 with weighted fall at 24.7 (24.6) per cent. Dollar's fall narrowed to 7.09 (7.13) per cent.

WALL STREET was off 9.31 at \$16.80 near the close.

BELGIUM has cut its bank rate half a point to 6.5 per cent, the fourth reduction this year.

France denies curb on franc

PLANS TO CHANGE French foreign exchange controls to halt the recent sharp rise in the franc were denied by Finance Minister Jean-Pierre Fourcade. He also implied that Bank rate would not be cut to-day from its present 10 per cent.

OIL EXPLORATION licences for Ireland's offshore areas are to be awarded to consortia involving BP and ELF according to reports in Dublin.

MOROCCO has appointed W. S. Atkins and Partners consultants for a £120m. steel plant.

Tax labyrinth is criticised

A "RADICAL RE-THINK" of U.K. tax structures—to include everything from PAYE to North Sea production taxes—is called for by Mr. Nigel Brookes, chairman of Trafalgar House Investments.

CHEMICALS industry is to spend £13m. on improving the safety of workers making PVC.

COAL provided more energy for the U.K. in March than oil, for the first time since 1970.

COMPANIES

HAW PAR International is expected to announce major developments possibly involving a link with the Malaysian Government-controlled company, Pemas.

BASS CHARRINGTON half year pre-tax profit fell £3.6m. to £23.6m.

NICHOLAS INTERNATIONAL will not be paying a final dividend for the current year ending June 30, because the profit improvement forecast in January will not be achieved.

CHIEF PRICE CHANGES

(Prices in pence unless otherwise indicated.)

RISE	FALL
Treasury 12½ 1986... £30 + 1	
Beaver Group... 49 + 4	
British Sugar... 370 + 20	
Wills & Worsfold... 150 + 3	
EE Int. Invests... 20 + 3	
Lon. Int. Invests... 35 + 6	
Thames Valley... 120 + 6	
Royal Worcester... 175 + 20	
Chas. Wrentham... 740 + 4	
Great Boulder... 73 + 4	
Minroco... 250 + 15	

FALL
Assoc. P. Comm... 152 - 9
AFI "A"... 49 - 4
Bank of America... 49 - 8
Chas. & Comm. Ship... 150 - 8
Dals Metal... 65 - 4

RISE	FALL
Fairclough (L)... 182 - 5	
General Accident... 182 - 7	
Grand Metropolitan... 217 - 4	
Great Portland... 231 - 7	
Hambros Bank... 150 - 5	
ICI... 279 - 5	
Marley... 59 - 7	
Metal Box... 296 - 8	
Porter Chadburn... 47 - 5	
Reverax... 69 - 5	
Robinson (G)... 17 - 3	
Sent. & New... 54 - 5	
Spink... 159 - 8	
Transparent Paper... 45 - 3	
Unilever... 255 - 8	
Wimpey (G)... 150 - 8	
Shell Transport... 224 - 9	
Ultramar... 186 - 10	
Bracken... 346 - 12	
Metal Expn... 40 - 10	
Pancontinental... 350 - 10	
President Stern... 1201 - 1	
St. Helens... 237 - 11	

OECD set to offer new aid deal to developing countries

BY ROBERT MAUTHNER, PARIS: May 28

The Ministerial Council of the OECD, grouping the world's most important industrialised nations, to-day sent out what Mr. James Callaghan, the Foreign Secretary, described as a "signal" to the developing countries that it was prepared to take practical measures to co-operate with and help them.

Mr. Callaghan, who presided at the meeting, said at a Press conference to-day that the OECD member-countries felt a "sterile confrontation" was building up with the developing countries. The object of to-day's declaration of intent was to avoid such a confrontation and move into a phase of practical co-operation. He considered it an extremely important step.

A special declaration on relations with developing countries, unanimously approved, said the OECD members were resolved to intensify their efforts to co-operate with developing countries. The aim would be to improve conditions of life and enable them to participate in increasingly in benefits of "an improved and expanding world economy."

Particular emphasis should be laid on food production, energy, commodities and development assistance for the poorest countries, the declaration said. The Ministers therefore expressed their determination to pursue the dialogue with the developing countries in all appropriate institutions, in particular the Special Representative of the Secretary-General, the oil-producers' meeting, which seems likely to be reconvened. The highlight of to-day's meeting was again the contribution from Mr. Henry Kissinger, the U.S. Secretary of State, in which he gave further details of the "new deal" proposed by the U.S. for developing countries. In particular, he reiterated the American proposal that a \$2bn. special trust fund be set up by 1976 to help the most needy countries.

Mr. Kissinger said the OECD countries could present this proposal jointly at the meetings of the IMF Interim Committee and the IMF World Bank Development Committee in Paris in two weeks' time. Dr. Kissinger announced that the U.S. would participate in the creation of an International Fund for Agricultural Development, proposed by the oil-producing nations, and which the U.S. believes should have resources totalling at least \$1bn. a year.

In this context Dr. Kissinger particularly emphasised the need for an effective system of grain reserves which would make it possible to alleviate famine in bad years and reduce supply pressures. The U.S., he said, was prepared to hold an important part of an agreed level of world reserves.

On commodities, Dr. Kissinger said consumers and producers had an equal interest in effective arrangements and in ending the friction between them. Failure of the preparatory

both the present Government and the last Conservative administration had been reluctant to increase the £13,000 ceiling because societies have not been making full use of the present facility. Most major societies have only been committing an average of 4 or 5 per cent of total advances in loans exceeding the special limit with the average mortgage still below £7,000. But while the large societies have been keeping well below the prescribed limit—there are potentially severe penalties for exceeding it—smaller societies have come very close to using up their full quota, particularly if they operate exclusively in areas where high house prices predominate. Societies generally also believe that, although they have not been exploiting it, any raising of the maximum ceiling would encourage them to step up the number of large loans now being made.

The Building Societies Association's major concern is that with

demand for larger mortgages growing, especially in expensive housing regions, many applicants are being forced to top up their building society advance with an insurance policy, a course which some regard as being unnecessarily expensive.

Societies also point out that if they are to provide direct financial assistance to house builders—something which the Government is anxious to encourage—their funds have to be drawn from the special advance quota and therefore further reduce the availability of larger loans for individual applicants.

The Government is aware that most attention is presently being focused on the lower end of the private housing sector, with schemes being launched for first-time buyers and the emphasis clearly on the provision of less expensive homes.

But it also appreciates that, such as has been the increase in house prices since the special advance limit was last set, a £13,000 loan can, in a growing number of cases, not be regarded as anything "special."

Several banks confirmed yesterday, however, that the figures given in the Scheme of Arrangement documents broadly reflected the extent of their loan commitments.

National Westminster Bank refused to comment. The extent to which a particular bank or financial institution is involved in the scheme from its lending cannot be determined. How much money will be returned to the secured creditors, who are owed around £700m, will depend crucially on the eventual sums which are applied from the disposal of properties over the years of the proposed moratorium.

If approved, the moratorium will last until at least 1978. It is indicated in the scheme documents, however, that were the properties to be realised immediately, they would fetch substantially less than the £200m estimated in the past. One of the main attractions of the moratorium proposals, however, is that it will facilitate an orderly realisation and so maximise the proceeds.

Rail pay tribunal verdict to-day

By Our Labour Correspondent

RAIL union leaders were confident last night that their industry's own arbitration machinery would give them increases on or near their 30 per cent demand when its findings are published to-day.

But a veil of secrecy thrown over the report of the tribunal chaired by Dr. Bill McCarthy of Nuffield College, Oxford, means that the union leaders will not know the actual award until this morning.

Last night, however, they expressed confidence in Dr. McCarthy, who chaired the tribunal which last year added £75m. to British Rail's pay restructuring proposal. They feel he will not now allow the erosion of the pay relativities which were so painstakingly arrived at in the point, cuts or cancellations in foreign investment—more than half our firms believe job prospects will be damaged if we leave the Community—and the loss of valuable subsidies from Brussels which "offset much of the fall in the value of the pound."

She added: "This battle is for our economic survival. Abusing our best friends and allies is a crazy way to go about winning it."

Earlier, at the pro-Market Press conference, she had forecast an immediate rise in food prices if Britain withdrew from the EEC, but this was vehemently denied by several leading anti-Market speakers.

While the Prime Minister stuck to his "vote yes for jobs" message in his last Common Market speech until he returns from Brussels to-morrow night, Mr. Jenkins predicted that if Britain withdrew from the Community there would be a 5 per cent cut in the U.K.'s personal and public

Union leaders back Benn in jobless row

BY JOHN BOURNE, LOBBY EDITOR

TWO LEFT-WING trade union leaders yesterday leapt to the defence of Mr. Anthony Wedgwood Benn, Industry Secretary, following the attack made upon him by Mr. Roy Jenkins, Home Secretary. Labour's pro-Market speakers meanwhile stepped up their current argument that it would be economically disastrous for Britain to leave the EEC.

Anti-Market speakers — together with two Labour MPs — called for an end to the "personal attacks" on Mr. Wedgwood Benn for his calculation that Britain had lost 500,000 jobs through being a

member of the Community. (Indeed, his Parliamentary Under-Secretary at the Department of Industry, Mr. Michael Mauder, yesterday raised the figure to 750,000.)

The most spirited defence of Mr. Wedgwood Benn came from Mr. Jack Jones, General Secretary of the Transport and General Workers' Union. He criticised Mr. Roy Jenkins for his remark that he found it difficult to take Mr. Benn seriously as an Economics Minister, and accused the Home Secretary of breaking the rules of friendly conduct laid down for the campaign by the Prime Minister and of creating ill-feeling all around Mr. Benn.

Mr. Jones thought that what Mr. Benn had said about unemployment "makes sense" and that the trade unions owed the Secretary for Industry a debt for his attempts to keep unemployment down.

Mr. Neil Marten, MP, the Con-

Continued on Back Page

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The threat from re-colonisation

BY C. GORDON TETHER

THE Prime Minister's personal contribution to the pro-Marketers' great scare campaign—that a decision to leave the EEC will bring swift retribution from abroad in the shape of a flood of foreign investment that we might, otherwise attract—obviously has a certain superficial appeal.

But it suffers from the same disadvantage as the earlier one about unemployment in that it is clearly capable of evoking a counter-argument which many people may consider to be much more frightening still. For it is quite appropriate to ask whether the country might not prefer to go it alone rather than accept a situation wherein it has to submit to increasing "colonisation" by foreign interests as the price of being allowed to survive.

If your firm gets work from the Common Market and Britain comes out, it says the current "Britain in Europe" advertisement darkly, "what do you think will happen to your job?"

The answer that comes back smartly from Mr. Benn is that you are far more likely to keep it than if Britain stays in—and this whether your firm gets work from across the Channel or from the very much larger market Britain caters for in the rest of the world.

Equally lethal

It is a scare that, on the record, seems to have greater substance than the rival version. It is the case, after all, that the EEC countries have made much bigger inroads into our domestic market for cars since we entered the Community than we have into theirs. So, under this heading, the aftermath of entry has been an increase in jobs there and a reduction here. And it is not without doubt that it is because the anti-Marketers have thus effectively trumped the pro-Marketers' ace in the game of scare promotion that the latter have been so angered by Mr. Benn's insistence that his protection of the "in or out" employment outlook is the more meaningful.

Now Mr. Wilson seems to have left an opening for an equally lethal counter-argument with his warning that "Europe and big league U.S. companies will drop plans for investing in Britain if the Common Market referendum produces a 'no' vote. And not only because the massive increase in overseas investment in this country which Mr. Heath claimed during the previous Great Debate would be an automatic consequence of entering the EEC completely failed to materialise.

There is also the point that the picture Mr. Wilson conjured

RACING

Two for Cecil at Yarmouth

THE MARRIOTT stable of Henry Cecil, who sent out Bolconski to defeat Grundy in the 2,000 Guineas early this month, usually does well at Yarmouth, and two of its inmates, Gaelic and Corrieol, can oblige there this afternoon.

The first from this pair to run is Gaelic, who goes for the Constable Handicap (3.15). Frankie Durr's mount, owned, as is Corrieol, by Sir Reginald Macdonald-Buchanan, has made two appearances so far this season.

After finishing a respectable, though decisively beaten, runner-up to Welsh Pearl in a mile handicap at Brighton last month, Gaelic, a well-bred half-brother to the smart performers, Estaminet and High Game, was backed down to odds-on to go one better in the Montgomerie Stakes at Ayr three weeks ago.

Last to leave the stalls on the Scottish track, Cecil's three-year-old never really looked like retrieving the situation, and despite driving from Durr, he could only finish fifth of the 12 runners.

Provided he gets off on level terms here, Gaelic should prove too good for some mainly disappointing rivals, best of whom may be Circus Song.

Corrieol, among the runners for the Cotman Plate (3.45), won in 1974 by her stable mate

Roussalka, has also had two races in the present campaign. This brown Jaipur filly, who realised \$45,000 as a yearling, began the season with an encouraging effort when placed second by the stewards after suffering interference from

YARMOUTH
2.15—No Exit
2.45—Skiddy Dancer
3.15—Gaelic
3.45—Corrieol
4.15—Lomoloma
4.45—Cut Glass
5.15—Pal's Bambino

BRIGHTON
2.00—Sam Cade
2.30—Sheridan
3.00—Phlox
3.30—Alveston
4.00—Prince Gourmet
4.30—Legal Entry

SEDGEFIELD
4.00—Indian Front
4.30—Double Pearl

runner-up Everything Nice, in a maiden event won by Get Ready at the Gaiety meeting.

She again did well when taking third place behind Heaven Knows and Outer Circle in a similar race for which there were 26 runners at Newbury on May 16.

Corrieol, who is sure to have derived considerable benefit from those two outings, can make it third time lucky by

dealing with Michael Scourts' well-thought-of newcomer, Nun's Habit.

Another Newmarket trainer began the season with a good record on this popular east coast track. Noel Murless' former assistant saddled the tough Barton Mills to win the Vincent Handicap (4.45) 12 months ago, and I shall not be surprised if this eight-year-old, again ridden by the stable jockey Tony Kimberley, does the trick again.

However, one whom I slightly prefer on this occasion is Cut Glass, who unlike Barton Mills has had the benefit of a previous run this term.

Cut Glass, a chesnut Major Portion filly, trained by Tom Waugh for Mr. John J. and well to run Tree Paddy from whom she was receiving only 3 lb. to three lengths at Nottingham last week, and she is capable of further improvement.

For the final event, the Crome Maiden Plate (5.15), few will bother to look beyond Lester Piggett's mount, Pal's Bambino, a highly creditable second to the useful Attorney General at Windsor recently, while at Brighton, where Phlox (3.0) can help maintain Pat Eddery's grip on the jockey's championship.

Some Code ought to get punters to a good start in the Glyneville Apprentice Handicap (2.0) which opens proceedings.

SALEROOM

Model ships outpace engines

THERE WAS a packed saleroom at Christie's yesterday for one of the periodic sales of model ships and steam engines. Prices were rather mixed, with the ships going for more than forecast while some of the engines remained unsold.

The printed book sale at Christie's realised £29,582. The first attraction was a Kilmartin House edition of the works of Geoffrey Chaucer, designed by William Morris, with illustrations by Burne-Jones. This was one of 425 copies produced in 1896 and was bought privately for £25,000, just above the top forecast.

A copy from a limited edition of the authorised version of the Holy Bible, printed in Oxford in 1895, sold to Thomas for £1,450.

Victorian furniture of contrasting styles made very high prices. A Sotheby's Beaufort sale yesterday which topped £24,849. On the one hand, there was the 26 lots sold by the Earl of Selborne and removed from Blackmoor House in Hampshire, the creation of Alfred Waterhouse, the greatest practitioner of Victorian Gothic.

The furniture, made around 1872, is perhaps the best collection of Waterhouse designs of

certain attribution and went collectively for £3,582, with the Fine Arts Society paying £3,600 for a Gothic mahogany display cabinet (estimate £1,000-£1,500) and £2,000 for a Gothic mahogany corner cabinet (£500-£500).

In contrast, a more conservative Victorian would have bought a mahogany sideboard and a mahogany chest of drawers (both estimates £1,000-£1,500) for between £2,000 and £4,000.

There was a very routine Old Master sale at Sotheby's which totalled £23,420. An Italian private buyer gave the highest price, £220, for Jason and the Golden Fleece, painted by J. C. Platzer. An Italian dealer also bought, for £500, The Penitent St. Peter, attributed to L. Borzone.

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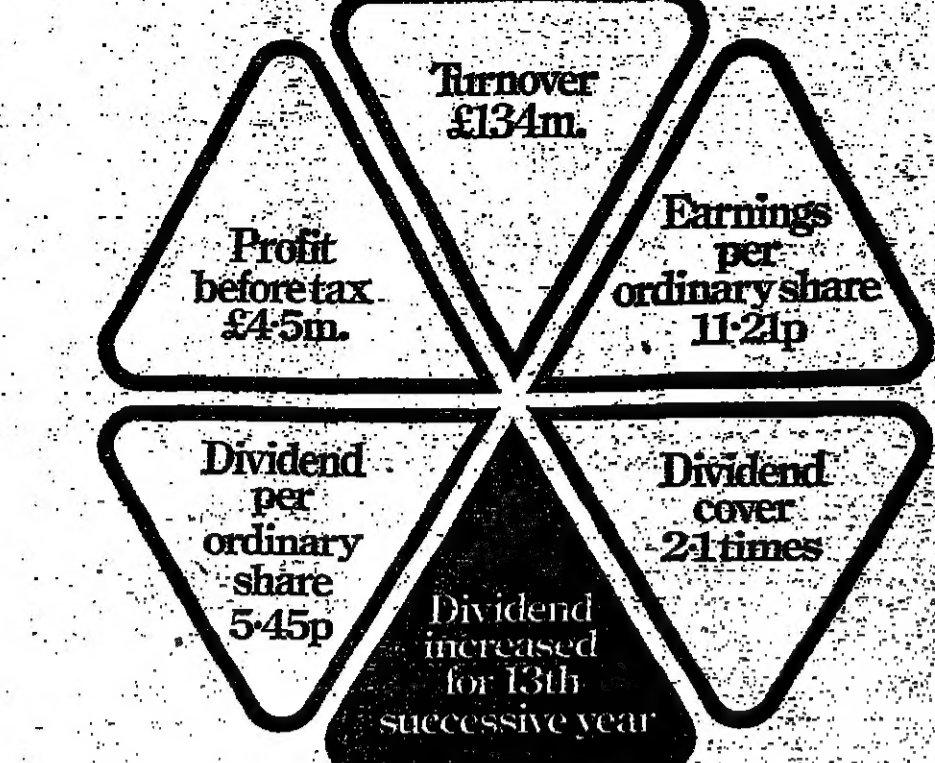
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Coral Leisure Group

Profit Figures for 1974



Mr. Nicholas Coral, Chairman, reports: Bookmaking turnover increased by 20% against national average of 15%. Casino division increased profits by 25% and attracted £3.25m of foreign earnings. Bingo division had a good year, with attendances well maintained. Every reason to expect better results in 1975. Recently issued quarterly report shows profits 28% up in first three months of current year.

J. Coral Holdings Ltd.
Parent company in the Coral Leisure Group
Copies of the Report and Accounts may be obtained from the Secretary, Berkeley Square House, London W1.

ENTERTAINMENT GUIDE

COVENT GARDEN THE ROYAL OPERA 340 1911

TONIGHT: The 7. L. P. Opera and the 8. L. P. Opera. The 9. L. P. Opera and the 10. L. P. Opera.

THE ROYAL BALLET 340 1911

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THE ROYAL THEATRE 340 1911

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THE ROYAL THEATRE 340 1911

TONIGHT: The 7. L. P. Theatre and the 8. L. P. Theatre. The 9. L. P. Theatre and the 10. L. P. Theatre.

TV Radio

† Indicates programme in black and white.

BBC 1

12.35 p.m. The 60, 70, 80 Show.
1.45 Chigley. 3.30 Golf: Walker Cup, Great Britain v U.S.
4.00 Play School. 4.25 Pizix and Dixie. 4.35 Jackanory. 4.50 Blue Peter. 5.15 Sam and the River. 5.40 Rovers.
5.45 News.
5.50 Nationwide.
6.45 Tomorrow's Ireland.
7.10 Top of the Pops.
7.40 Dad's Army.
8.10 The Underdog World of

BBC 2

9.00 A Referendum Campaign Broadcast on behalf of the National Referendum Campaign: Why you should vote NO.
9.10 News.
9.35 Play for Today.
10.40 Midweek.
11.15 Regional News.
All Regions as BBC 1 except at the following times:
Wales: 10.40-11.15 p.m. Nan-y-Pant. 11.15-11.45 Wales Today.
Scotland: 10.40-11.15 p.m. Reporting Scotland. 11.15-11.45 Scottish News Summary.

BBC 3

9.00 A Referendum Campaign Broadcast on behalf of the National Referendum Campaign.
9.10 All in the Family.
9.35 Man Alive.
10.35 Golf: Walker Cup Highlights.
11.15 News Extra.
11.35 Closedown: Richard Bebb reads "May" by Seamus Heaney.

BBC 4

11.00 a.m. Farouk—last of the Pharaohs. 11.50 Cartoon. 12.00 Rainbow. 12.15 p.m. Paperplay. 12.30 Making Things Fit. 1.00 Report. 1.30 Lunch-time Today. 1.50 Looks Familiar. 2.00 Good Afternoon. 2.30 "Trouble Comes to Town", starring Lloyd Bridges. 3.55 About Britain. 4.25 Comedy Classics: The Crazy Gang in "Gasbags".
5.50 News from ITN.
6.00 Today.
6.35 Crossroads.
7.00 Born Free. 7.30 The 7.30 Show. 7.40 The 7.40 Show. 7.50 The 7.50 Show. 8.00 The 8.00 Show. 8.10 The 8.10 Show. 8.20 The 8.20 Show. 8.30 The 8.30 Show. 8.40 The 8.40 Show. 8.50 The 8.50 Show. 9.00 The 9.00 Show. 9.10 The 9.10 Show. 9.20 The 9.20 Show. 9.30 The 9.30 Show. 9.40 The 9.40 Show. 9.50 The 9.50 Show. 10.00 The 10.00 Show. 10.10 The 10.10 Show. 10.20 The 10.20 Show. 10.30 The 10.30 Show. 10.40 The 10.40 Show. 10.50 The 10.50 Show. 11.00 The 11.00 Show. 11.10 The 11.10 Show. 11.20 The 11.20 Show. 11.30 The 11.30 Show. 11.40 The 11.40 Show. 11.50 The 11.50 Show. 12.00 The 12.00 Show. 12.10 The 12.10 Show. 12.20 The 12.20 Show. 12.30 The 12.30 Show. 12.40 The 12.40 Show. 12.50 The 12.50 Show. 1.00 The 1.00 Show. 1.10 The 1.10 Show. 1.20 The 1.20 Show. 1.30 The 1.30 Show. 1.40 The 1.40 Show. 1.50 The 1.50 Show. 2.00 The 2.00 Show. 2.10 The 2.10 Show. 2.20 The 2.20 Show. 2.30 The 2.30 Show. 2.40 The 2.40 Show. 2.50 The 2.50 Show. 3.00 The 3.00 Show. 3.10 The 3.10 Show. 3.20 The 3.20 Show. 3.30 The 3.30 Show. 3.40 The 3.40 Show. 3.50 The 3.50 Show. 4.00 The 4.00 Show. 4.10 The 4.10 Show. 4.20 The 4.20 Show. 4.30 The 4.30 Show. 4.40 The 4.40 Show. 4.50 The 4.50 Show. 5.00 The 5.00 Show. 5.10 The 5.10 Show. 5.20 The 5.20 Show. 5.30 The 5.30 Show. 5.40 The 5.40 Show. 5.50 The 5.50 Show. 6.00 The 6.00 Show. 6.10 The 6.10 Show. 6.20 The 6.20 Show. 6.30 The 6.30 Show. 6.40 The 6.40 Show. 6.50 The 6.50 Show. 7.00 The 7.00 Show. 7.10 The 7.10 Show. 7.20 The 7.20 Show. 7.30 The 7.30 Show. 7.40 The 7.40 Show. 7.50 The 7.50 Show. 8.00 The 8.00 Show. 8.10 The 8.10 Show. 8.20 The 8.20 Show. 8.30 The 8.30 Show. 8.40 The 8.40 Show. 8.50 The 8.50 Show. 9.00 The 9.00 Show. 9.10 The 9.10 Show. 9.20 The 9.20 Show. 9.30 The 9.30 Show. 9.40 The 9.40 Show. 9.50 The 9.50 Show. 10.00 The 10.00 Show. 10.10 The 10.10 Show. 10.20 The 10.20 Show. 10.30 The 10.30 Show. 10.40 The 10.40 Show. 10.50 The 10.50 Show. 11.00 The 11.00 Show. 11.10 The 11.10 Show. 11.20 The 11.20 Show. 11.30 The 11.30 Show. 11.40 The 11.40 Show. 11.50 The 11.50 Show. 12.00 The 12.00 Show. 12.10 The 12.10 Show. 12.20 The 12.20 Show. 12.30 The 12.30 Show. 12.40 The 12.40 Show. 12.50 The 12.50 Show. 1.00 The 1.00 Show. 1.10 The 1.10 Show. 1.20 The 1.20 Show. 1.30 The 1.30 Show. 1.40 The 1.40 Show. 1.50 The 1.50 Show. 2.00 The 2.00 Show. 2.10 The 2.10 Show. 2.20 The 2.20 Show. 2.30 The 2.30 Show. 2.40 The 2.40 Show. 2.50 The 2.50 Show. 3.00 The 3.00 Show. 3.10 The 3.10 Show. 3.20 The 3.20 Show. 3.30 The 3.30 Show. 3.40 The 3.40 Show. 3.50 The 3.50 Show. 4.00 The 4.00 Show. 4.10 The 4.10 Show. 4.20 The 4.20 Show. 4.30 The 4.30 Show. 4.40 The 4.40 Show. 4.50 The 4.50 Show. 5.00 The 5.00 Show. 5.10 The 5.10 Show. 5.20 The 5.20 Show. 5.30 The 5.30 Show. 5.40 The 5.40 Show. 5.50 The 5.50 Show. 6.00 The 6.00 Show. 6.10 The 6.10 Show. 6.20 The 6.20 Show. 6.30 The 6.30 Show. 6.40 The 6.40 Show. 6.50 The 6.50 Show. 7.00 The 7.00 Show. 7.10 The 7.10 Show. 7.20 The 7.20 Show. 7.30 The 7.30 Show. 7.40 The 7.40 Show. 7.50 The 7.50 Show. 8.00 The 8.00 Show. 8.10 The 8.10 Show. 8.20 The 8.20 Show. 8.30 The 8.30 Show. 8.40 The 8.40 Show. 8.50 The 8.50 Show. 9.00 The 9.00 Show. 9.10 The 9.10 Show. 9.20 The 9.20 Show. 9.30 The 9.30 Show. 9.40 The 9.40 Show. 9.50 The 9.50 Show. 10.00 The 10.00 Show. 10.10 The 10.10 Show. 10.20 The 10.20 Show. 10.30 The 10.30 Show. 10.40 The 10.40 Show. 10.50 The 10.50 Show. 11.00 The 11.00 Show. 11.10 The 11.10 Show. 11.20 The 11.20 Show. 11.30 The 11.30 Show. 11.40 The 11.40 Show. 11.50 The 11.50 Show. 12.00 The 12.00 Show. 12.10 The 12.10 Show. 12.20 The 12.20 Show. 12.30 The 12.30 Show. 12.40 The 12.40 Show. 12.50 The 12.50 Show. 1.00 The 1.00 Show. 1.10 The 1.10 Show. 1.20 The 1.20 Show. 1.30 The 1.30 Show. 1.40 The 1.40 Show. 1.50 The 1.50 Show. 2.00 The 2.00 Show. 2.10 The 2.10 Show. 2.20 The 2.20 Show. 2.30 The 2.30 Show. 2.40

Chichester Festival Theatre

Enemy of the People

by B. A. YOUNG

Ibsen's bitter exposure of municipal corruption in a small town fits amazingly well into today's political parlance. The new adaptation by John Patrick Vincent is full of current phrases—"below the poverty line," "environmental development," "technology," "the silent majority." Dr. Stockmann's discovery that the majority is never right is a peculiarly urgent idea to mull over in a society that is led to believe that the will of the people can be expressed in a referendum.

Patrick Garland's direction drives the play along at a breakneck pace. The fact that even at this speed it still occupies a full three hours is largely due to the time spent on a fascinating three-dimensional representation of Stockmann's public meeting. Captain Horster's sitting-room must have been a vast affair; besides the half-dozen citizens

almost before the end of the last. This is when he is merely concerned with his routine duty as the municipal medical officer. Once he has delivered his manifesto to the local radical newspaper, revealing that the water in the baths that are to be the foundation of the town's new wealth is polluted from the effluent of his father-in-law's tannery, he loses control. He calls for the overthrow of the Mayor and the Council and Mr. Sinden's performance, that his excitement has outrun his judgment and he never intended to go so far until he found himself up against the dishonesty of fellow-citizens who would rather earn money from a typhoid-infected spa than pay higher rates to have the trouble remedied.

The production is packed with telling detail. Stefano Lazaridis has provided realistic sets and Mr. Garland has filled them with realistic action. There are some outstandingly good performances. Tony Robinson, as the editor of the newspaper, is the very pattern of the weak-kneed radical, his high, whining, provincial voice boiling up with enthusiasm first for one side, then for the other; and Michael Cockerill as Aslaksen, the printer, "Mr. Moderation himself," portrays the exact spirit of the profit-driven tradesman. Donald Houston's Peter Stockmann looks younger, not older, than his brother; he has clearly lived a blander life and finds it hard to talk as fast as the Doctor, though he does his best.

Good work too from Bill Fraser as the hard-drinking old tanner, barely articulate sometimes yet never in difficulty over making himself understood; from Sue Jones-Davies as Barbara Jefford as Stockmann's daughter and wife; from David Henry as Billing the sub. I haven't enjoyed a play at Chichester so much for a long time.

Book Reviews appear on Page 12

supporting—or rather opposing—the Doctor on the platform, the house is filled with a score of rough fellows inserted among the audience all over the house. Shouting, arguing, voting, blowing a bugle, they become more and more excited as the Doctor makes his position worse and worse with his incoherent tactlessness.

The Doctor is Donald Sinden. By the time this meeting has been called he already has the look of a man not entirely in control of his emotions. He was never less than excitable; Mr. Sinden, in one of his best performances ever, gives him a range of restless gestures, waving his hands, pointing his fingers, slapping his arms against his sides like a flightless bird, beginning each new sentence

Glyndebourne

Yevgeny Onyegin

by ELIZABETH FORBES

The first revival of the season at Glyndebourne is Michael Radjinsch's production of *Yevgeny Onyegin*, which performs Chabukovsky's opera in Russian, before to call it *Yevgeny Onyegin*. This production, though in the Touring Opera's repertoire as recently as last autumn, has not been staged at the parent house for five years, and there is an almost complete change of cast, as well as a new conductor. But Mr. Radjinsch is on hand to direct the singers in Pier Luigi Pizzi's attractive set—the two party scenes are miracles of multi-in parrot—while Pauline Grant's choreography is freshly studied and stylishly danced. The result, on Tuesday, was a splendid example of the superb team work that characterises Glyndebourne at its most enjoyable.

The new Tatiana is Galia Yoncheva, a Bulgarian soprano who is making her British debut. A striking, expressive face and a quality of slightly withdrawn repose are her chief dramatic assets. Her singing, always intelligently phrased and coloured, is patently sincere. The voice, often very beautiful in soft, gentle music, sometimes acquires an edge at all points. She gauges the mounting tension of Tatiana's emotions in the Letter scene to a hair's breadth, while her dignity in the St. Petersburg act is natural and unforced.

Richard Stilwell is perfectly cast in the title-role. He not only looks handsome but also, beneath the veneer of sophistication, very young, so that the usually intolerable insensitivity of Onyegin's behaviour in the first two acts has at least the unthinking selfishness of youth to excuse it. The relative restraint of his

singing in these early scenes, even during the altercations leading to the duel, makes his ultimate declaration of love to Tatiana the more passionate and overwhelming in effect. Mere pronunciation of the Russian language lends an authentic, brilliant sound to Ryland Davies's voice, and he makes a moving Lensky, particularly good in the little love duet with Olga. His aria before the duel breathes a resigned and fatalistic acceptance of its inevitable outcome.

By contrast, both to her introspective sister and to her poetically tragic lover, Reni Penkovska Olga bubbles with innocent happiness. She has the deep contralto range for her music without any hint of the over-ripe maturity that such voices sometimes convey. Don Garrard is a highly sympathetic Prince Gremin, who shapes his declaration of love for Tatiana with generosity and feeling. Virginia Popova repeats her wonderfully earthy portrayal of the old nurse, Filippovna, while Pamela Bowden, another survivor from the original cast, is a pleasant, motherly Larina. As for Hughes Cuenod's Monsieur Triquet, his joints may be a little stiff, and his memory not what it was, but his singing is as clear and elegant as ever.

Andrew Davis conducts with notable success in the balance between voices and orchestra, an achievement not always easy to obtain at Glyndebourne. He moulds Chabukovsky's melodic passages with a delicacy that also firm and rhythmically well-sprung. The London Philharmonic strings sound in lush condition, while the woodwind is sweet-toned but not too lush. The promises to be a particularly good vintage for the Glyndebourne Chorus.

Festival Hall

Crosse's new symphony by MAX LOPPERT

With its trickling and whispering log-drum, temple-blocks, harps, celesta and piano, the star of Gordon Crosse's Symphony 2—a Royal Philharmonic Orchestra commission, first played on Tuesday under Lawrence Foster—lapped seductively at the senses, so that one wondered at the wisdom of giving such an openly colourful and picturesque composition the possibly still austere title of symphony. Then, as the 25-minute single-movement structure unfolded, it became clear that symphonic conflicts and the contrapuntal forces are undeniably there in the music, however novel or unexpected their form or clothing.

Crosse has drawn most of the motivic material of the symphony from the first of the Three Inventions for flute and clarinet (1959)—it is reprised in the front of the new score, and could, according to the composer, be played as prelude to any performance, though on Tuesday Mr. Foster chose not to. Revisiting one's creative past, in this way, must involve a concomitant process of retrospective self-scrutiny, surveying past discoveries and procedures, and building on them into the future.

There is much else, consciously or not, retrospective of past Crosse successes in the new work: the Caribbean fertility of figuration, pregnant with atmosphere, remembered from *Memories of Morning*; the way *Arctique* set vivid and sweepingly contoured melody against sharp, dance-like rhythm; the use, in inverted commas (so to speak), of a reminiscence of a comic "drag trio in the *Story of Vasco*, of a parody-Mexican dance-band tune to multiply the many levels on which the music operates.

The success of Symphony 2—and it seems to me a considerable one—lies in the cogent and clear-headed way Crosse has laid out his materials in the breadth of its aims, and in its ability to sustain the impetus of musical development, this seems to be a "climactic" work in his output, summing up and at the same time opening new paths. It is bigger in expanse than the previous orchestral pieces, and more surely timed and planned than the opera—apart from a slight fall in tension after the climax of the piece, an unbarred cadenza of dance-rhythm ostinato, of retarding through the self-scrutiny, surveying past discoveries and procedures, and building on them into the future.



'Chichester 10' (Davis-Poynter, £600) is a book of drawings celebrating the tenth anniversary of the Chichester Festival Theatre. The drawings are by Zsuzsi Roboz, and the words are by Stan Gebler Davis. This is Anna Calder-Marshall as Cleopatra

Record Review

Piano and flute by DOMINIC GILL

Schoenberg: Piano works complete. Maurizio Pollini. DGG 2530 531 (£2.95).

Schoenberg: Piano works complete. Paul Jacobs. Nonesuch RB-71309 (£1.62).

20th-century flute music: Works by Berio, Davidovsky, Fukushima, Levy, Reynolds, Roussakis, Trombly, Varese, Westergaard, Wuorinen. Harvey Sollberger, flute. Nonesuch RB-73028 (2-disc album, £3.24).

Schoenberg's five opus numbers for piano cover the whole span of his creative career. Each almost uncannily marks an important stage of his creative development—rather as if at each turning point Schoenberg had chosen to prepare a blueprint of the crucial moment for piano (an instrument which, after all, was not his own) in concentrated, miniature form, whose function was at once to draw together and consolidate earlier strands of experiment and to point the way towards future openings and signs.

The line of coincidence is remarkably exact: from the *Three Pieces* op. 11, composed in 1908, the year in which Schoenberg began the process of abandoning tonality entirely in favour of the wider, liberating horizons of atonal dissonance (though in the cellular, monothematic techniques of op. 11 there can already be seen a kind of serial tendency)—through the Webern-esque experiments, briefly toyed with, of op. 19, and the breaking of exciting new

serial ground in op. 23, and op. 25, the mature assurance of the *Five Pieces* op. 33. After 1931 Schoenberg never wrote again for solo piano: the years of demolition and reconstruction were complete.

I heard, Pollini play the complete Schoenberg piano pieces at the first part of the London and taxing recital in the Elizabeth Hall last year. I admired his performance then—for their refinement and precision, their combination of dramatic fire with the purest classical restraint—but find these recorded versions still more rewarding: as beautifully crafted, but more relaxed and authoritative in design, easier in manner, more perceptive of inner texture and voice.

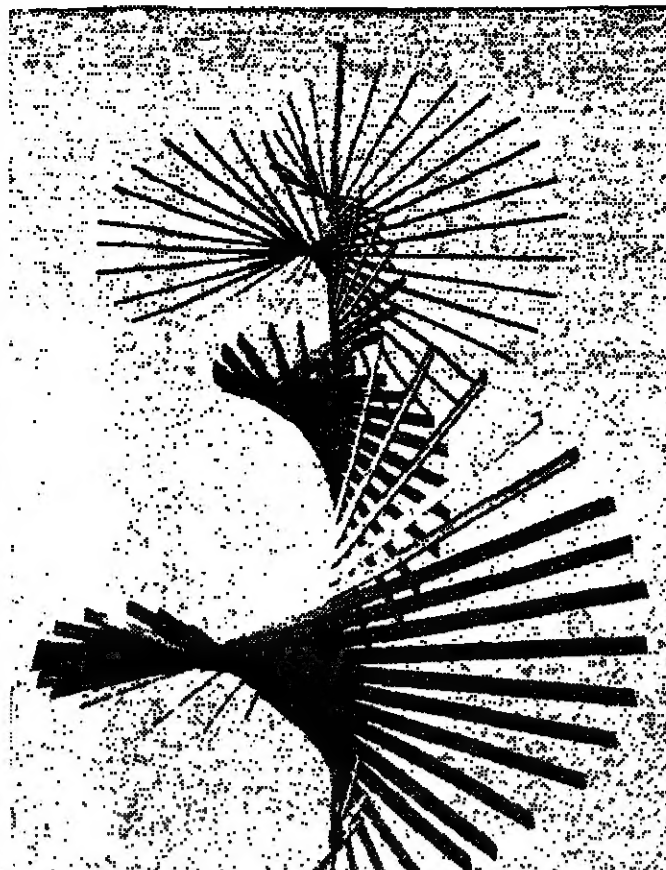
His account of op. 11 is a typical measure: the first piece articulated with marvellous delicacy, each tiny *flessender* gesture crystal clear; the second, *sehr langsam*, woven with all kind of subtle emphasis, dapples of light and shade; the third piece, rough and taut, its sharp edges and awkward corners brilliantly exposed. The *Six Little Pieces*, op. 19, too, are drawn with great cunning and conviction. The op. 25 Suite is once again presented as a virtuoso vehicle of the highest order, that even the least talented composer has an instant recipe for success. The theory even goes some way towards explaining, the cynically-minded, that familiar genre (ubiquitous on the European festival circuit) of "self-taught composers who have written prolifically for the flute."

The American Paul Jacobs is a very different kind of player, whose performance, in their individual fashion, find quite as stimulating as Pollini's: less perfectly poised and shaded, more

mercurial, intimate, whimsical even in manner—essentially, perhaps, more human, less brilliant, but in many ways of greater human resonance. I specially like his op. 11, phrased with fine expressive feeling, and with slightly more weight to the dark Mahlerian current of the music; and his *Five Pieces* op. 23, warm and lively, but moulded without any excess of sentiment. It would be difficult to recommend one set at the expense of the other: my library would ideally contain both. The DGG sound-quality is marginally superior, but the Nonesuch is quite satisfactory, excellent for the price.

Nonesuch's double album confirms my long-held theory that it is impossible to write a thoroughly unpleasant piece for solo flute—that however good or bad, interesting or vacuous, the work itself may be, the sound of the instrument is so beguiling, and so full of happy associations, that even the least talented composer has an instant recipe for success. The theory even goes some way towards explaining, the cynically-minded, that familiar genre (ubiquitous on the European festival circuit) of "self-taught composers who have written prolifically for the flute."

But it would only be half the truth. Harvey Sollberger's two-disc set—an attractive and well-chosen anthology of mainly American, contemporary flute music—shows that many living composers also write imaginatively for his instrument. Two well-known solo pieces, Varese's *Density 21.5* and Berio's *Sequenza*, which seem to crop up in every other flute programme, are included—strongly played too, and worth the inclusion. And there are a number of interesting sidelights: Burt Levy's *Orbs with flute*, written in 1966, for example, was one of the earliest pieces to investigate the wide range of timbres and types of articulation known to day as "extended technique"—a manual of multiphonics, four kinds of key-clicks, harmonics, whistles, glissandi, flutter-tongues and breath-tones, short and quite effectively laid out. I also like Roger Reynolds's *Amalgam*—a dreamy exploration along "circuitous paths and windings"; and the more strictly conceived *Six short pieces for two flutes* by Nicolas Roussakis, cunningly worked and nicely contrasted. For flautists, a fascinating—and for others, at the very least a lulling—collection.



Kenneth Martin 'Screw mobile', 1953

Tate Gallery

Kenneth Martin

by WILLIAM PACKER

Kenneth Martin, who is now 70, has long enjoyed the high regard of the Art World, particularly that of his fellow artists, for that he is celebrated. But his influence, and example, as teacher and artist, have been wider, and to-day are stronger than ever, and his reputation is international. But he is hardly a public figure: the very nature of his work, which is small in scale, private, rather tentative and undemonstrative, makes any public celebrity unlikely. And to the outsider much of what he has done must seem in any case rather pointless and trivial, a kind of educated doodling to amuse himself, clever and tasteful no doubt, but not profound. This retrospective exhibition, therefore, most usefully and happily makes clear just why it is that his stock stands so high.

A simple element, its position shifted regularly in relation to itself, will generate a distinct yet related image, or object. The twisting of such an object will demonstrate its growth, and be its actual expression, just as the playing is both the music and the description. Here the artist moves into a rich and ambiguous area, full of surprises, for nothing turns out quite as expected, and beneath even the most basic sense of organic growth and the natural order, the rigid system blossoms in extravagant profusion.

"Chance and Order," indeed, is the name Martin gives to the series of his most recent work, an extraordinarily dense body of drawings and notebooks, rationalised to some extent by the paintings and prints. But the drawings are the heart of the matter, and, seeing them, one realises that all along drawing has been the central activity, the most important work, the real achievement. Suddenly the sculptures and the painting it were Martin himself, his wife and Mary, Adrian Heath, Anthony Hill and, most notoriously, Victor Pasmore, together they made England's third coherent advance upon abstract art.

The earliest works in the exhibition date from the revolutionary time, all of 38 years ago. Since then Martin has devoted himself entirely to pure, as opposed to applied, abstraction, a discipline with close and obvious affinities to mathematics. He entered upon a period of research and experiment, identifying and simplifying the visual and formal vocabulary, and part of Martin's gift is the ability to pass it on. In his least he wished to investigate, the mathematical series and logical progressions intrigued him, especially the way in which such concepts may be made real, given form and entity. "By taking the severest form and developing it according to a strict rule, the painter can fill it with the significance within the limitations imposed. . . . The square, the circle, the triangle, etc., are the elements in the vocabulary of form, not ends in themselves."

This declaration of principle, made in 1951, applies as much to sculpture as to painting, and has that of growing from within outward, opening up a vast field for work. Indeed, he began making small sculptures soon afterwards, impeding its development on the as the most direct and practical vehicle for the expression of his variety.

Banking, man-to-man

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The Georgian Playhouse

The Arts Council will be presenting a theatre exhibition, *The Georgian Playhouse*, at the Hayward Gallery from August 21 to October 12. This will be the first of many celebrations to mark the opening of the new National Theatre opposite the Hayward Gallery at the south end of Waterloo Bridge.

The Georgian Playhouse is a portrait of a golden age of English Theatre when the fine arts and theatrical arts were more closely linked than ever before or since. It is a portrait painted by major and minor

English artists of the 18th and early 19th centuries: Hogarth, Zoffany, Reynolds, de Loutherbourg, Rowlandson, de Wilde, Jovanner, Lawrence, Schenckelbeie and Capon; and drawn by the architects of the Theatres Royal: Adam, Holland, Smirke and Wyatt.

AMERICAN NEWS

U.S. dependence on OPEC growing despite oil tax

BY PAUL LEWIS, U.S. EDITOR

AMERICA'S dependence on oil from the OPEC cartel will continue to grow, even with President Ford's controversial \$2 a barrel import tax and the other energy saving measures announced last night.

According to the estimates prepared by the White House itself, it will take the enactment of the President's whole, unpopular 13-point conservation programme to produce any reduction in the country's fuel imports—and this seems unlikely at the moment.

The new \$2 import tax and the plan to lift price controls on domestic crude have been strongly attacked already by Democratic leaders in the Congress and the President is certain to face strong opposition to his moves when the legislature reconvenes next month.

Representative Al Ullman, the Chairman of the House Ways and Means Committee, warned that it would cost the country more jobs. And Senator Henry Jackson, compared the President's action with another OPEC price rise. There is especial concern in the New England states, which are heavily dependent on foreign-refined products.

In general, the opponents of the new measures argue that they will only weaken the economy further by increasing unemployment and risk-reducing inflation. But their case can only be strengthened by the Administration's admission that the savings from this will be modest—and that only pass-

age of the President's entire energy programme can really reduce the country's dependence on imported oil.

On the basis of a \$2 import tax and the end of domestic price controls, the Administration believes that U.S. imports of oil will continue to rise from 42m barrels a day this year to 63m barrels in 1977, reaching 9.6m barrels a day in 1985. In the same way, the cost of these imports would climb from \$25bn this year to \$27bn in two years' time and \$50bn in a decade.

In both cases the rate of increase is less than without the new tax and price decontrol. But it is only if the other legislative portions of the President's energy conservation plan are approved that American imports would actually start falling—and then slowly, from 5.6m barrels this year to 5.4m in 1977 and 4.5m in 1985.

The prospects of this happening are not very good, however, and may not be helped by the anger caused over the President's decision to act on his own. The additional measures were first submitted in January and include encouraging power stations to burn more domestic coal, opening up the naval petroleum reserves for civilian use and the lifting of price controls on natural gas. Since then there has been virtually no progress on any of them.

But despite their unpopularity the President may well get away

No decision after VW talks with Chrysler

By Guy de Jonquieres

NEW YORK, May 28.

THE FIRST round of talks between the senior executives of Volkswagen and Chrysler on the possibility of some form of co-operation in the field of car production has ended without any decisions being reached.

A spokesman for Chrysler disclosed today that the company's chairman, Mr. Lynn Townsend, spent most of last Friday afternoon in "exploratory" discussions in Detroit with Herr Toni Schmuecker, chairman and managing director of Volkswagen.

The talks were wide-ranging and touched on many aspects of the worldwide car and commercial vehicles, the spokesman said. He added that they also covered Chrysler's partly-completed assembly plant at New Stanton, Pennsylvania, which declined to give any further details.

It is not clear whether sufficient progress was made at the talks. In a further discussion between the two executives, Herr Schmuecker has now returned to Germany and a Chrysler spokesman said that no meeting has so far been scheduled.

The Detroit meeting was set up after Herr Schmuecker announced that he was seeking to establish "with utmost dispatch" a partnership with an American car manufacturer in build Volkswagen in the U.S. VW is believed not to have approached any other U.S. motor company on the question so far.

U.S. FARM POLICY

Mr. Ford makes the running

BY ADRIAN DICKS IN WASHINGTON

BESIDE THE high drama of the Mayaguez incident, President Ford's veto of the 1975 Farm "emergency" Bill to guarantee farmers against catastrophic loss indeed to political Washington. In the longer term, however, its repercussions could be a good deal more significant—for Mr. Ford's own chances of reelection, for the American economy, and for whatever new role the U.S. takes on in the affairs of the developing world.

At one level, the Administration's success in backing a House of Representatives attempt to override the veto was merely tactical, and part of an emerging pattern of failure by the Democratic majority in Congress to use its power in consistent pursuit of agreed policies.

Mr. Ford also gained a valuable point in his struggle to contain the Federal budget deficit, after basing his rejection of the Bill on its estimated cost of \$1.8bn this year. According to the Agriculture Department it could rise to \$2.4bn, \$3bn, by 1977.

As the Administration also made plain, it regards the defeat of the Bill with its generous provision for further federal support prices and loans to farmers, as a philosophical triumph for its long-term intention of getting the Government out of agriculture. Beginning with the 1973 Farm Act, much of the complex structure of acreage restrictions and support prices—the system centred on paying farmers not to grow crops—has been dismantled. In its place, the Secretary of Agriculture, Mr. Earl Butts, a staunch believer in free market economics, has profited from the very high levels of world grain and feedgrain prices in the past two years to let supply and demand dictate farmers' decisions on how much to produce. Last year, when world production was short, consumers of grains and feedstuffs both in the U.S. and abroad were the sufferers.

This year, as far as anyone can tell, the situation is likely to be reversed—hence the enormous vested international measures

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states like Iowa, Kansas, Nebraska, or Illinois. If farmers were to find themselves in really serious trouble later this year there can be little doubt that Mr. Ford and Mr. Butts would come to the rescue. They have the power in any case to raise loan prices under the 1973 Farm Act without further reference to Congress. Indeed, giving the impression that he would not hesitate to ease loan conditions, Mr. Ford seems to have found a good many votes to his side.

What the Administration wants to avoid is providing a new legislative framework, which, while dealing adequately with one year of oversupply, would recreate the conditions that led to the chronic surpluses of the 1960s. They may seem an abrupt turnaround of priorities less than a year after rising of international concern at the prospect of mass starvation led to the convening of the World Food conference in Rome and the reduction of many countries, including the U.S., that committed themselves to providing food aid in 1975-76. As Prof. Johnson sees it, the

planting delays due to the early floods. However, the consensus among private and official forecasters is that harvests will be high this year—perhaps as high as 6bn-6.2bn bushels of maize—and that the problem will be one of dealing with surplus rather than shortage, just as the supporters of the failed Farm Bill have been arguing.

Prof. Gale Johnson of the University of Chicago, one of the leading agricultural economists in the U.S., told a Congressional committee recently that the view that "there is an enormous world food shortage that will persist for some years, if not indefinitely, had been called into question by the price declines of recent months. He also predicted that prices would slide still further, particularly for grains, and urged the U.S. Government to announce before the end of next month how much it intends to provide as food aid in 1975-76. As Prof. Johnson sees it, the

FDA relaxes vitamin sale proposals

By Jay Palmer

NEW YORK, May 28. THE U.S. Food and Drug Administration (FDA) has bowed to a court challenge and reluctantly agreed to relax two important provisions of its proposed regulations on the sale of vitamins and minerals. The remaining rules, part of an original 1973 package to deter consumer deception by preventing misleading medical claims, are likely to come into effect within the next two months.

In the latest set of regulations to be published today, the FDA has given up its attempt to regulate the sale of high-potency vitamins and minerals. While still restricting the sale of powerful vitamin A and D tablets, the agency will allow other vitamins to be sold freely if they are generally recognised to be safe.

The FDA was also forced to abandon its earlier attempt to classify the sale of vitamin compounds containing more than 150 per cent of the recommended allowance as drugs. This suggestion, which was bitterly contested by manufacturers, would have given it far more marketing control. While some of the most vigorous original proposals have now been lost, the FDA stresses that the remaining rules still represent a major step forward in consumer protection. The basic requirement, regulating as a drug any vitamin or mineral for which health claims are made, remains while the Agency also gets the right to approve (and possibly reject) new multiple-vitamin compounds.

Chile debt mystery

BY HUGH O'SHAUGHNESSY

MYSTERY surrounds the British Government's position on debt to this country by Chile and yesterday the Treasury refused to comment on the matter.

Earlier this month Chile's creditors met informally in Paris at the invitation of the Paris Club to discuss the current default situation. It met in the light of the refusal of the Paris Club formally to renegotiate Chile's debt and the subsequent action by the World Bank to block loans to Chile because of its lack of creditworthiness.

No formal statement was issued on the outcome of the meeting, which was not attended by British representatives. Nevertheless, sources in international financial institutions in Washington say that Chile's 1975 debt of some \$450m, was effectively renegotiated by those countries which are owed more than 80 per cent of the sums payable by Chile this year.

U.K. hopes for frigates order from Argentina

BY HUGH O'SHAUGHNESSY

BRITAIN seems set on consolidating its position as the principal supplier of vessels to the navies of Latin America as a result of the completion of a preliminary agreement between the Argentine Navy and Vosper-Thornycroft for a minimum of six Type 21 Amazon class frigates worth up to £150m. When completed the agreement could be one of the biggest foreign naval orders ever landed by a British yard.

The frigates, which will be built at the Argentine Navy's APNE shipyards in Argentina with components and technical assistance from Britain, will go far to right the balance of naval power in the South Atlantic which has swung into Brazil's favour as a result of its recent modernisation scheme. Brazil is shortly to receive the first of four frigates being built in co-operation with Vosper-Thornycroft and work is proceeding in Britain for a number of submarines for Brazil.

Neither party to this month's agreement was willing to give details, but it will involve the transfer of much naval technology to Argentina. This follows the Brazilian agreement with Vosper-Thornycroft of 1969 under which the company's

technicians assist with the construction of two frigates of British design in the de Jancini World Bank in the de Jancini Vosper-Thornycroft is building six fast patrol boats for Venezuela while other British yards are working on orders for the Chilean and Mexican navies.

Last week Mr. James Callaghan, the Foreign Secretary, announced in the Commons that the Chilean junta would be allowed to receive two submarines presently docked in Greenock but that no new arms orders unconnected with existing contracts would be accepted from the Santiago regime.

The Government's stand against new arms orders from Chile, as this month's agreement with Argentina has proved, has not affected British competitiveness for naval orders in other countries.

Though negotiations are understood to be going slowly there still are hopes in Whitehall that British yards will land another large order for two frigates from another South American navy worth some £50m. Talks in the past on this order have been hung up on the unwillingness of the Navy to accept an escalating price contract and the unwillingness of the British side to offer a fixed price contract.

Alaska legalises use of marijuana

BY JAY PALMER

NEW YORK, May 28.

USE OF marijuana in the privacy of one's own home has been effectively legalised in the state of Alaska. In a unanimous ruling, Alaska's Supreme Court today issued a landmark decision which, if not successfully challenged in the U.S. Supreme Court, could well directly speed the legalised use of the drug in other states.

The court decision, which was bitterly contested by state law enforcement agencies, supercedes Alaska's existing plans to

decriminalise marijuana use. Recent legislation would have made marijuana possession in the state merely a misdemeanor subject only to a very small fine. The impact of the court ruling, which when approved will make Alaska and Nepal the only two countries where marijuana smoking is legally permitted, is far-reaching. A number of civil liberty unions across the country have already announced that they will use the case as a precedent to force changes in other states' existing drug laws.

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EUROPEAN NEWS

Schmidt plea to save worker participation Bill

By JONATHAN CARR

BONN, May 28.

CHANCELLOR Helmut Schmidt went before leading trade unionists today to plead for compromise on the question of extending worker participation in the management of West German enterprises.

This issue involves one of the key unfulfilled reform pledges of the Bonn Government, and is a major object of dispute between the Social Democrat (SPD) and Liberal coalition partners.

Speaking in Hamburg to the Congress of the DGB—the West German equivalent of the TUC—Herr Schmidt hit out at those who refused to consider any but the most perfect law to extend the existing system of co-determination.

He warned his audience—which contained not a few such perfectionists—that those who rejected compromise now might well end up with no extension of the present system at all.

Those who had fought for reasonable reform would be discouraged and extreme elements who believed West Germany would be fundamentally incapable of reform would, as he

put it, then be beating the drum. The Chancellor pointed out that better models for extension of co-determination could be thought of than the one produced by the Government coalition. But he also noted that those who wished to bring forth a perfect model needed a perfect Parliamentary majority too.

The arguments surrounding the co-determination issue have long become so abstruse that the importance of the subject itself seems to have become buried under a mass of detail—legal, economic and philosophical.

However, when asked how it is that West Germany has managed over the years to produce such economic progress and relatively peaceful labour relations, Herr Schmidt constantly refers to the existence of co-determination.

Under this system, workers' representatives sit with shareholders on the supervisory Boards of companies. In the iron, steel and coal industries alone the workers' representatives have parity representation on these Boards, and it has been the long-expressed intention of the coalition Government

to extend this parity system throughout German industry. In February last year after much argument, the Cabinet finally passed a highly complex Bill to bring parity co-determination into existence. It was rejected later by the Upper House of Parliament and went back into a series of committee hearings where it appeared to sink almost without trace.

The key point in dispute is ultimately who will have the final voice—workers or management—in the decisions of the supervisory board. And here as case arises where Socialist aims on the one hand and Liberal principles on the other appear almost impossible to reconcile. Herr Schmidt clearly feels they can be. So does the Federal President and former Liberal Party leader, Walter Scheel, who also told the DGB Congress earlier this week that the co-determination issue was ripe for decision. It still remains unclear what the compromise can be—and how the trade unions can be persuaded to go along with a watered-down version of the original Bill.

Algerian oil-for-lorries deal falls through

By Rupert Cornwell

PARIS, May 28.

ALGERIA has backed out of a planned \$42m. exchange deal under which it would have supplied the French Renault motor concern with some 460,000 tons of crude oil in return for 3,500 trucks from the State-owned group's two lorry subsidiaries, Berliet and Saviem.

News of the break-off in negotiations came late last night with a despatch from the Algerian official news agency Algérie Presse Service. This morning neither Renault nor the French Government were willing to comment further on the affair, each claiming that the other was senior partner in the arrangements.

According to APS, the decision of the Algerian authorities was due to the "pernicious" newspaper campaign in certain quarters in France, and the attitude of Renault itself, which was ready to resell the oil to Britain to secure its lorry market in Algeria.

Whatever the exact truth of an incident that is clearly deeply embarrassing to Paris, these latest developments reflect the difficulties of countries demanding a high price for their oil in disposing of it on world markets.

Greek, Turkish Premiers to meet

BRUSSELS, May 28.

THE GREEK and Turkish Prime Ministers will meet here on Saturday morning to discuss their dispute over Cyprus, said here today.

The meeting between the two, Mr. Constantine Karamanlis of Greece and Turkey's Süleyman Demirel, will be the first between Prime Ministers of the two countries since the Turkish invasion of Cyprus last July.

Before they meet both will have private bilateral talks with President Ford. All three are attending a two-day NATO summit meeting opening here tomorrow.

At the last meeting between Greek and Turkish Prime Ministers, during a NATO summit here last June, the then leaders, Mr. Bülent Ecevit of Turkey and Mr. Adamantios Androusoffopoulos of Greece, failed to agree on how to handle problems between their two countries.

University teachers held in new Spanish arrests

By ROGER MATTHEWS

MADRID, May 28.

THE WEARYING daily list of political arrests in Spain received further additions today from the indefatigable police. Overnight they admitted arresting another 35 people, many of them university teachers and lawyers.

In Madrid 14 people were arrested for holding a meeting in the university law faculty, among them four professors, five lecturers and five student representatives. No reason has been given for the detentions, although one domestic news agency suggested that the meeting might have been related to the illegal "Junta Democrática".

A little later, in Valladolid, 21 people were arrested while sitting down to dinner in a local restaurant. They include, the well-known Madrid lawyer Sr. Peces-Barba, a number of other lawyers from Valladolid associated with labour problems, and workers' representatives from the Fasa-Renault car works, where 63 men have been sacked over the past few months for taking part in stoppages.

It was also announced in Madrid today that another prominent lawyer, Sr. Antonio García-Trevijano, had been summarily fined Ptas.100,000 (£773) for organising meetings in Malaga "that threatened the political and social unity of the nation." Four doctors, three professors and a writer were fined between Ptas.50,000 and Ptas.100,000 each for being associated with these meetings.

In the Basque country a 65-year-old German woman was shot in the spine and critically wounded by police yesterday when the car driven by her daughter-in-law failed to stop at a police checkpoint. As soon as the car passed the checkpoint on the outskirts of San Sebastian police opened fire. The Spanish Press today stressed the "carelessness of the driver in failing to observe the police signals".

The incident should prove a salutary lesson to the tens of thousands of foreign tourists, including many British, who enter Spain through the Basque country every summer.

Molotov cocktails were thrown at the barracks of the Spanish Legion in Madrid last night causing some damage but no personal injuries. Last Sunday a police checkpoint was made during the annual Victory Parade against the military staff college in the centre of the city.

Police at Seville have meanwhile surrounded the philosophy faculty at the University where some 30 students have announced that they will remain on hunger strike until improvements are made in the provisions for student representation.

The resignation of Mr. J. F. Gáratea van Loon, a progressive young lawyer of the small D-66 Cabinet Party, had been demanded last week by the Justice Minister and Deputy Premier Mr. Andres van Agt, of the Roman Catholic KVP Party.

Mr. van Loon had used the interview to sharply criticise some top civil servants at the ministry, notably the Secretary General Mr. A. Mulder, for refusing to co-operate in more liberal policies for the prison world. After several unsuccessful interventions by Premier Joop den Uyl, of the Socialist Labour Party to work out a compromise in what was described as a personal, not political conflict, the Minister and State Secretary, D-66 threatened to withdraw from the government if Mr. van Loon were to be expelled. Mr. van Loon also received support from several lawyers' associations as well as a number of prison wardens' organisations. However, as Mr. van Loon's staying on would have led to the resignation of Mr. van Agt and the inevitable fall of the Cabinet, the progressive parties sided with the State Secretary and the professional parties soon backed Mr. van Agt — D-66 backed down at 4 a.m. today after the minister had agreed that the new State Secretary, to be appointed by D-66, would be allowed to pursue the same liberal policies, taking in prison policy renovations.

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German industry to invest '25pc less than in 1970'

By GUY HAWTIN

FRANKFURT, May 28.

WEST GERMAN industry will invest 25 per cent. less this year than in 1970, if current trends continue, one of the Federal Republic's leading bankers said today.

Herr Juergen Ponto, chief of the Dresdner Bank, second largest of West Germany's "Big Three," said that a low level of industrial investment in comparison with competitor nations was an important ground for West Germany's weakening competitive position in world trade.

Investment was low, he said, because companies in a majority of cases followed a policy of self-financing. There was a great shortage of foreign investment parts from Britain, France and in the Federal Republic. With-out Government help, many West German concerns would be in an even worse position.

Herr Ponto, speaking at the annual meeting of his bank, was making a thinly veiled attack on the policy of its larger rival, the Deutsche Bank, which at its Hamburg annual meeting agreed

a limitation of voting rights aimed at preserving itself from overseas political influences.

Herr Ponto said that the rising value of the D-Mark meant that the OPEC countries, particularly Germany, had risen by 45 per cent. from 1973 to 1975, while where a good partnership was pay in the U.S., an important already building up.

'Berlin vital to West'

PARIS, May 28.

THE U.S. Secretary of State, Dr. Henry Kissinger, and his counterpart, M. Jean Sauvagnargues and Mr. Hans-Dieter Genscher replaced the four-power dinner traditionally held during NATO Ministerial meetings.

The four powers are concerned about recent behaviour of the Soviet Union and this was why Foreign Ministers were speaking after a 35-minute break in the fast meeting at the French Foreign Ministry. The meeting between Dr. Reuter

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Socialists attend Lisbon meeting

By JANE BERGEROL

LISBON, May 28.

AS THE Communist Party called thousands of demonstrators into Lisbon streets tonight, in support of the Armed Forces Movement (AFM), the Socialist Party responded to a number of favourable moves on the part of the military, by attending today's cabinet meeting and breaking their boycott.

The cabinet meeting was called to discuss Angola—one of the demands Dr. Soares has made to the military—prompting him and the second Socialist Minister, Dr. Salgado Zamba, to decide to attend the session. It is likely to prove a turning point both in the current political impasse and in events in the troubled African colony.

Foreign Ministry sources have been suggesting that Portugal is to break off relations with Zaïre, still limited to consular level, in order to pursue a tougher line and make it clear to President Mobutu Sese Seko that any interference in Angola's destiny on the part of Zaïre will be met with tough resistance from Lisbon.

The new strategy stems from Foreign Minister Major Melo Antunes' last visit to Luanda, and, well informed sources here state, might result in tighter control by Portuguese troops on Angola's borders with Zaïre.

Portugal's new and tougher line in Angola might also lead to direct military confrontation with either FNLA, one of the rival liberation movements.

Troops crossing into Angola from Zaïre in violation of current defence accords, or with Zaïre forces if, as the rival FNLA claims, these are crossing

under cover of FNLA uniforms to support Holden Roberto's liberation movement. The domestic political crisis has been considerably softened by a decision by the Press Council in support of Dr. Raul Rego and his fellow journalists against the Republic newspaper workers who occupied the paper ten days ago. The Press Council has now ruled that the workers' action is contrary to the Press law.

However, Dr. Mario Soares' decision to return to the cabinet "provisionally" this morning also reflects his satisfaction with the Armed Forces' General Assembly meeting on Monday which failed to adopt the anti-political party line of the hard-line military, although harsh words were spoken against the Socialists.

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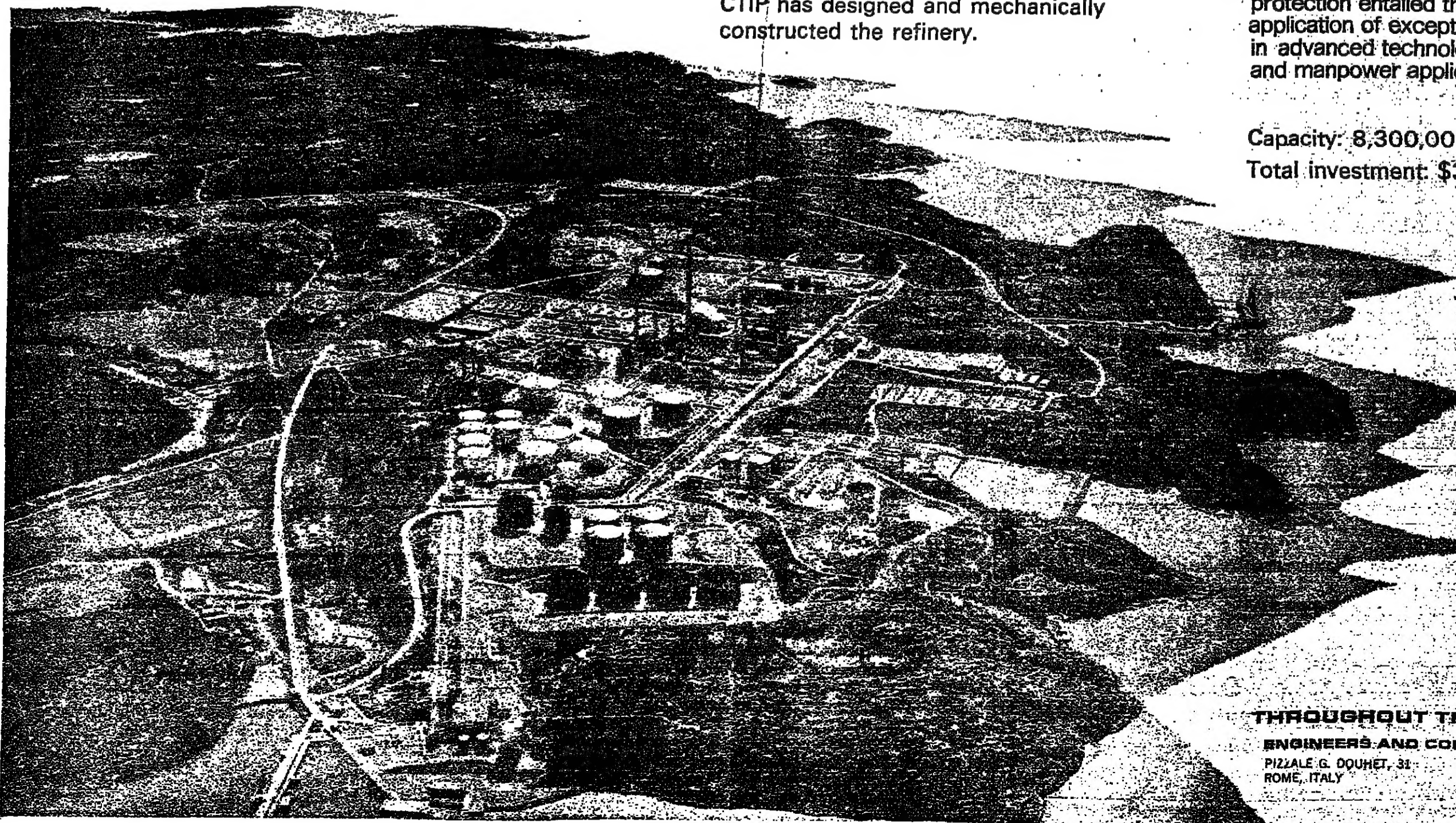
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THROUGHOUT THE WORLD
ENGINEERS AND CONSTRUCTORS
PIZZALE G. DOUDET, 31
ROME, ITALY

Russian TU-144 on display again

BY MICHAEL DONNE

PARIS, May 28.

THE SOVIET Union's super-sonic jetliner the TU-144 made its first appearance in the west for two years to-day when it arrived at Le Bourget to take part in the International Air Show starting to-morrow.

The aircraft has not been seen in the west since a TU-144 crashed at the last Paris Air Show in 1973. Observers at Le Bourget to-day said the aircraft appeared to be a production model, rather than a prototype, but showed no

significant external differences in design from the aircraft which crashed.

The Soviet super-sonic is expected to take part in the flying display over the next ten days of the show, but the Russians are being just as reticent as ever about their plans for the aircraft, which is expected to go into service early next year on Soviet internal air routes at about the same time as the Concorde enters service with British Air-

ways and Air France.

So far the Russians have sprung no surprises at the air show. All the other civil airliners and helicopters they are displaying have been seen before, although there is still time for some of their latest types to appear. In particular the Yak-42 3-engine short-haul jet, which recently made its maiden flight in Russia and which is believed to be particularly aimed at western markets.

FT CONFERENCE

Small expansion expected in aviation industry soon

BY MICHAEL DONNE

PARIS, May 28.

ALTHOUGH THE immediate future for the world's airlines and aircraft manufacturers will be difficult in terms of new sales, the long-term outlook is good, with at least a moderate renewed expansion in business before the end of the decade.

This view was expressed by several leading aviation figures in Paris to-day at the World Aerospace Conference jointly organised by the Financial Times in conjunction with the International Journals Flight International and Air et Cosmos.

Mr. Brian Rowe, vice-president of the airline programme division of the U.S. General Electric Company, said that if the manufacturers could survive the immediate future they would be able to enjoy much brighter business prospects in the longer term.

"We in the aerospace industry must become more customer oriented," he said. "We must join with the airlines to act as a team in providing the travelling public with better value in their transportation services. As manufacturers we must strive to make our products more reliable, efficient and attractively priced."

He made it clear that in his view there would be few entirely

new developments. "I believe that we are on the threshold of an era of derivatives such as we have not seen before. This stems from the simple fact that totally new developments in both engines and air frames for commercial service are just too expensive for many of them to be launched."

"Therefore I believe that the figures 40,000 to 60,000 lbs. of thrust engine that we are now building will be with us in many variations of aeroplanes through 1985 and probably well into the latter part of this century."

"We must promote the attributes of commercial aviation to recapture public acceptance, enthusiasm and the momentum that we once had. Once we have stimulated a strong and growing travel demand and reasonable profitability has returned to the aerospace industry then the engine and airframe manufacturers can expect additional equipment orders."

This trend towards derivatives rather than the development of totally new types was also stressed by Mr. Joseph Sutter, vice-president for programme operations of the Boeing Commercial Airplane Company. "The ability to provide variants of the different aircraft types on offer is becoming more important as

the market matures," he said.

Boeing now had a commercial jet transport model or a derivative of that model to meet any airline requirement from short range to very long range carrying nearly any combination of passengers and cargo.

The industry could no longer rely on major new technological breakthroughs to stimulate new traffic growth, as it did for example when the engine replaced the piston engine 30 years ago. From now on the need would be for refinements of existing designs of airframes and engines.

Equipment must be designed with the greatest possible flexibility, so that the airlines in future can meet the changing market requirements with a minimum of cost and inconvenience," he said.

Mr. Roy Gibson, Director-General of the European Space Agency, said that the establishment of this multi-national organisation to undertake Europe's major space activities would become a fact this week. On Friday, a conference of plenipotentiaries would occur in Paris at which the international convention setting up the agency would be signed, so that it could officially start its work on Saturday.

Swedish nuclear power increase approved

BY JOHN WALKER

STOCKHOLM, May 28.

THE SWEDISH Government's proposal to increase the current nuclear power programme from 11 to 13 nuclear power plants by 1985 was passed by a large majority in the Riksdag (Parliament) to-day. The bill which has aroused nationwide controversy and opposition especially from the environmentalists was passed by 192 votes made up by the ruling Social Democrats and the Conservatives to 88 against.

Earlier this year, public opinion veered against any increase in the nuclear power programme, and the Government were having to soft-pedal the issue, although more recently public opinion polls forecast that the proposal would be passed.

The Liberals proposed that the original number of 11 nuclear plants should be adhered to while the Communist Party wanted the programme to be kept at the current level of five plants.

The two additional plants, over the current programme of 11 will add an additional 10,000 Mw, which is expected should meet half the country's extra needs over the

original 11 plants. This is based on keeping the annual electricity consumption at not more than 6 per cent. The other half being supplied from hydro-electric expansion and oil-fired sources.

NORWEGIAN VISIT FOR FISH TALKS

By Malcolm Rutherford

THE NORWEGIAN Foreign Minister, Mr. Knut Frydenlund, will visit London for a day of talks on June 18. Mr. Frydenlund is expected to discuss fisheries and North Sea oil questions following the failure of the International Conference on the Law of the Sea to make any substantive progress.

DANISH DEFICIT

By Hilary Barnes

COPENHAGEN, May 28. DENMARK'S first quarter current balance of payments showed a deficit of Kr.635m. compared with a deficit of Kr.2,370m. in the first quarter last year and Kr.15m. in the fourth quarter, according to the Bureau of Statistics.

Denmark to buy U.S. aircraft

By Hilary Barnes

COPENHAGEN, May 28. DENMARK will buy the American F-16 fighter-interceptor aircraft if its NATO allies, Norway, Holland and Belgium can agree on a joint purchase of the aircraft. The Government announced last night. It said that it would shortly seek Parliamentary authorisation to go ahead with the deal.

The Danes will buy 48 planes with an option for another ten, said Prime Minister Anker Joergensen. According to original plans, Denmark was going to buy 58 planes. The reduction to 48 is seen as a sop to opponents of the deal within the governing Social Democratic party and one of its supporting parties in the Folketing (Parliament).

Denmark's decision in favour of the F-16 was expected, but the Government has several times delayed the decision on the grounds that it could not make up its mind, unless all four nations were agreed on which plane they would buy. Although there is some opposition to the deal in the Folketing, the minority Government is not expected to have trouble obtaining backing.

Norway and Holland have already announced that they favour the F-16. Belgium is expected to come to a final decision on Friday.

CZECH AMENDMENT

PRAGUE, May 28. THE CZECHOSLOVAK Federal Assembly to-day approved a constitutional amendment paving the way for Communist Party leader Gustav Husak to take over as head of state from ailing President Ludvik Svoboda. Reuter

AIRBORNE RADAR

THE ATLANTIC alliance has a new acronym, of which a great deal will be heard in the next few years: AWACS stands for airborne warning and control systems and is being described as potentially the biggest collaborative venture ever undertaken by the alliance. The Nato Defence Ministers' meeting in Brussels last week endorsed a proposal for a joint study and they are expected to take the final decision to go ahead with the project by June next year.

Technically, AWACS is about airborne radar. The idea is not new. Britain, for one, has been practising it for years and still has a force of ageing Shackleton and Gannet aircraft whose function is to provide early warning of enemy movements or attack. But the effectiveness has been limited to operations overseas. Overland there has been too much clutter and the electronic equipment required has been highly susceptible to jamming.

Land-based radar, on the other hand, has always had the disadvantage of being unable to detect low flying aircraft—at least until they are very near. Thus there has been a deficiency in early warning defence systems known as "the low level gap."

There has now been a breakthrough, mainly by the Americans but, to some extent, also by the British, both in electronic

Nato's prying machine

BY MALCOLM RUTHERFORD

countermeasures (ECMs), which in this case means anti-jamming devices, and in airborne radar effectiveness over land. Hence the Nato decision to go ahead with the joint study. In fact, AWACS is so well advanced that the study will be mainly about cost sharing and how it will be operated. It would be most surprising if it came down against the project.

Originally, there were three runners, two American and one British: the E-3A from Boeing, the E-2C from Grumman, and the Slicker from Northrop, which already does maritime reconnaissance. In a paper competition Boeing hands down, though the Nimrod proposals were a sufficiently good second for Britain to decide to continue work on them at least until the Nato decision to buy Boeing is clear beyond all doubt.

Airliner

The E-3A will be more generally recognisable as the Boeing 707 commercial airliner, which is precisely what it is, but with radar mounted on the fuselage. The Russians, who are generally reckoned to be well behind in this technology, seem nevertheless to be moving in the same direction. Their nearest equivalent is a development of the Tu-114 long-range passenger air-

craft known by the Nato code name of Moss.

Already the E-3A and AWACS have become practically synonymous. The system is seen as having three main roles in the context of a conflict between Nato and the Warsaw Pact.

1—To provide the Nato command with an early warning of significant aircraft or ECM deployments by the other side prior to hostilities.

2—To provide surveillance information which would enable Nato effectively to direct an air battle over its own territory; and

3—To provide the information to enable Nato to direct strikes into territory held by the enemy.

The E-3A toured Europe in April and in a series of simulated conflict or pre-conflict situations was judged to have performed satisfactorily in all three roles. One non-American Nato headquarters spoke of the "marvellous possibility it offers of looking at what is going on on the other side." Dr. Malcolm R. Currie, Director of Defence Research and Engineering at the Pentagon, has gone further and claimed that after the start of a severe conflict AWACS "might well be the only surviving warning, command and control system in the central region of Nato Europe."

The obvious objection that the other side will simply give prio-

riority to shooting down AWACS, is met by two further claims. First, AWACS in flight will be protected by fighter aircraft as much as an aircraft carrier is protected by a convoy of fighting vessels. Secondly, AWACS will be operating up to 200 miles behind the action, so that anything aimed at it would first have to get through Nato missile defences.

Pentagon

The Pentagon initially wanted to order 34 AWACS aircraft, but ran into opposition from Congress. It now has six on order, mainly for the defence of the North American continent, and the first of which should be ready by the end of next year. The idea being discussed in Nato is that the alliance should acquire about 30, quite apart from anything the Americans want for their own use. The cost per unit has been put at between \$45m. and \$65m. and for a purchase of 30 at \$1,760m. in 1974 prices. The Americans have gone along with this and, subject to negotiations, may bear 25 per cent. of the Nato costs.

Where the project differs from the normal process of Europe simply buying U.S. aircraft is that it is essentially collaborative. It would not make sense

for a small country to buy a couple of E-3As, and a small country would not be able to afford any more. They need to be linked to an intelligence system which only the alliance can provide. This has been recognised even by France, which is showing a strong interest in the project. Thus the Nato study group is about the cost sharing, the sharing of the operations, who shall get which share in supplying the avionics, the airframe, the ground equipment, and so on.

AWACS is collaborative too in that the crews will probably be multinational. This has already stirred memories of the MLF or multilateral nuclear force of the early 1960s, the U.S. proposal for a Nato flotilla of surface ships armed with multinational crews and Polaris missiles whose warheads would have been under U.S. control. Among other reasons, MLF collapsed because of the impracticability of organising so diverse a crew. The E-3A carries a crew of only 17 and even with tanker refuelling, will stay in the air less than 24 hours at a time. Given these more manageable proportions, far from being an obstacle, the multinational element is seen as an added attraction in a project which, if it takes off, could last—with modifications—a good 20 years.

Israel to discuss Rumanian mediation in Middle East

BY PAUL LENDVAY

VIENNA, May 28.

THE possibility of Rumanian mediation in the Middle East April and also met the PLO chief Yasser Arafat.

Diplomatic observers consider the timing of Mr. Allon's visit during Israeli Foreign Minister Allon's current talks with Rumanian Leaders in Bucharest, sides with President Sadat's Agency, who arrived last night arrival in Belgrade and Vienna this week. Mr. Sadat is due to meet President Ceausescu who visited Syria and Egypt last later. Rumania is the only East

European country which has diplomatic relations with Israel. Rumanian Foreign Minister Macovescu visited Israel last September. It seems unlikely, however, that Rumanian mediation will be acceptable to Israel. During the last two years, the Rumanian leadership has moved closer to the Arabs and demands

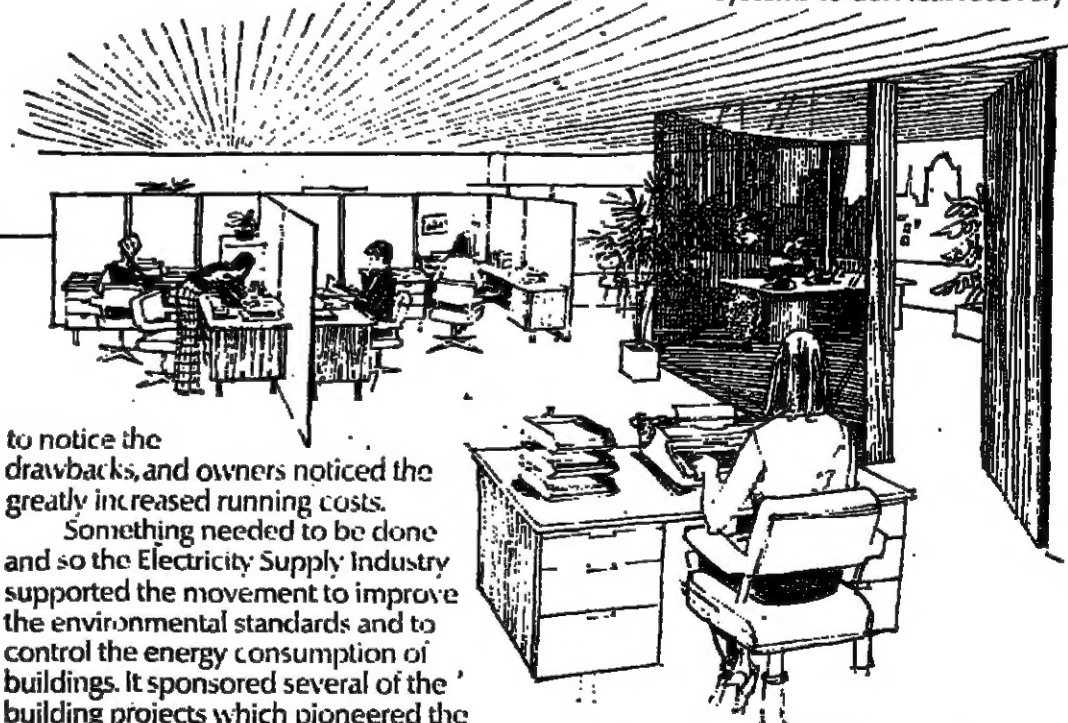
were recently made for the withdrawal of Israeli forces from all occupied territories and establishment of a Palestinian state. But both sides appear to be interested in the dialogue. The former Israeli Premier, Mrs. Golda Meir, visited Bucharest in May, 1972, and there has been speculation about a return visit

by President Ceausescu. Last year serious differences prevented the publication of a joint communiqué after Mr. Macovescu's visit to Israel. It is understood that Rumania would like to participate at the next session of the Geneva Conference on the Middle East, but it is doubtful whether the Israelis would agree to this.

IED—for energy effective buildings

A successful building must meet the needs of the owners and the people who use it. In the late 'fifties and 'sixties the glass boxes that sprang up in our city centres answered a need for space and a change in style. But the break with traditional design and construction brought problems. Glare from windows, overheating in summer, draughts and chills in winter... occupants soon began

skills of the design teams to produce buildings which are productive and efficient work places. The concept makes possible the most economic use of energy and minimises waste. The building shell is designed first and foremost to moderate the negative effects of outside weather on the comfort of the occupants, so that there is less work for the heating and cooling systems to do. Heat recovery



to notice the drawbacks, and owners noticed the greatly increased running costs.

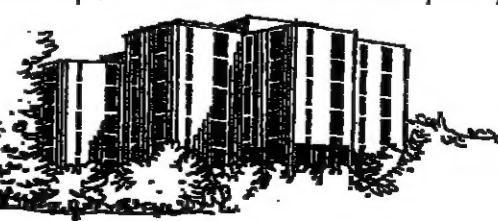
Something needed to be done and so the Electricity Supply Industry supported the movement to improve the environmental standards and to control the energy consumption of buildings. It sponsored several of the building projects which pioneered the new approach, based on IED—Integrated Environmental Design.

IED is a process as well as a concept of design. The process starts with round-the-table meetings between the owner or developer, architect, structural engineer, building services engineer and quantity surveyor. This team approach is the cornerstone of the IED concept, which uses the multi-disciplinary

methods can also often be used, to control and recycle the heat within a building and thus reduce still further the total energy requirement.

Today, buildings must be designed to take account of initial capital costs, running costs and human comfort requirements. Integrated Environmental Design seeks the optimum solution to reconcile these important and usually conflicting factors.

Today, this solution must include effective energy management, and in this the Electricity Supply Industry is continuing to develop improved methods and new technologies.



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OVERSEAS NEWS

Karami stresses return to law and order in Lebanon

BY IHSAN HIJAZI

BEIRUT, May 28

PRESIDENT Suleiman Frangieh today asked Mr. Rashid Karami to form a new Cabinet able to re-establish stability and put Lebanon back on its feet after more than a month of on-off crises resulting from armed clashes between Palestinian guerrillas and right-wing members of the Phalangist Party.

Mr. Karami's designation came after a lengthy discussion with Mr. Frangieh at the Presidential Palace on the issues facing the country. The appointment was not unexpected, since Mr. Karami had been nominated not only by his Muslim community but also by a large number of Members of Parliament consulted yesterday by Mr. Frangieh.

Mr. Karami has already declared that his Cabinet will make the restoration of law and order one of its main tasks, and observers here do not rule out the possibility of Mr. Karami appointing a retired Army officer to the Ministry of Interior to take the portfolio himself.

The formation of a new Cabinet, to replace the three-day-old military cabinet of retired Brigadier Nureddin Rifai, is expected to be faced with difficulties because of political conflicts.

A main problem is the veto of the Left, under Socialist leader Kamal Jumblatt, against participation in Government of the Phalangist Party, which is predominantly Christian. In fact, heads of Christian communities met today at Bikrid, the seat of the Maronite patriarch, to underline the Christian position on the new Government.

A way out, according to observers, would be for Mr. Karami to leave both the Phalangists and the Leftists out. Informed sources said Mr. Karami hopes to form a Parliamentary Cabinet but that if this proves not to be possible he may select his Ministers from outside the House.

This is the eighth time 53-year-old Mr. Karami has been entrusted with forming a Lebanese Cabinet. He set up his first Cabinet in 1961 at the age of 32. A deputy from the northern town of Tripoli, Mr. Karami is the son of Abdel Hamid Karami, one of Lebanon's founding fathers, himself a former Premier who died in 1950.

He is today regarded as the most influential Sunni Muslim leader.

Last night tension gripped this city again with more shooting incidents in several suburbs in which machine gun, rockets and mortar fire was used. Ten people were killed in the fighting yesterday, bringing up to 50 the number of those who died in the past week.

Australia claims big nuclear advance

BY KENNETH RANDALL

CANBERRA, May 28

THE AUSTRALIAN Government now believes it could "go it alone" in commercial development of the gas centrifuge method of uranium enrichment. The claim, made in the House of Representatives today by the Minister for Minerals and Energy, Mr. Rex Connor, is a startling advance on any previously made for the state of Australian nuclear technology.

It has been received with a degree of scepticism by some non-Government sources, which point out that Mr. Connor will be visiting Japan next month to discuss a joint enrichment project in which Japan would be required to provide the plant and technology in return for assured access to Australian uranium.

However, the Minister couched his claim in strong terms today, citing as his authority Professor Harry Messel, head of the Sydney University School of

Physics, and the Government's most recent appointment to the Australian Atomic Energy Commission.

Mr. Connor said that the commission's progress on enrichment technology had been "much more substantial" than it had revealed. In Professor Messel's view, he said, it was "in many respects comparable to those of other advanced countries" and "it would be possible for Australia, if necessary, to go it alone."

Mr. Connor said the Government ranked its progress with that of Japan and the European consortium, URENCO. "Naturally," he said, "certain matters are on the secret list but I am well satisfied with what has been done. I have directed the AEEC to pursue vigorously the programme of gas centrifugation. I believe the results which we will be able to show in the very near future will be outstanding."

U.S. AID compound vacated

VIENTIANE, May 28

AMERICAN personnel today moved back into the compound vacated at the agreed time. Mr. Chapman arrived at the compound at 1.00 a.m. (1800 GMT Tuesday)—the hour set for the end of the seven-day occupation under an agreement reached last night.

Meanwhile, senior Laotian Army officers are this week attending a political seminar aimed at helping them adapt to the new political realities in the country, military sources said. Sixty-three generals and other senior cadres are taking part in the seminar which began on Monday at Chingmo Camp, four miles south of Vientiane.

Hundreds of local employees of the Agency will now be paid after waiting for days outside the compound gates.

The re-occupation of the compound was held up earlier when demonstrating students failed to vacate it at the agreed time.

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JET NOZZLE ENRICHMENT

South Africa's way with uranium

BY DAVID RSHLOCK, SCIENCE EDITOR

EUROPEAN enrichment experts sighed with relief in Paris last month when the South Africans finally disclosed the nature of their "unique" process for enriching uranium, first announced by Prime Minister Johannes Verster on July 20, 1970. The process was no more "unique" in principle than the heart transplant techniques of Dr. Christian Barnard. But unlike Dr. Barnard, the South African nuclear scientists have introduced a great deal of ingenuity of their own into the so-called "jet-nozzle" process.

Despite the cloak of secrecy with which the South Africans succeeded in tantalising the world's enrichment experts for five years, there was strong circumstantial evidence that their process was similar to the "jet-nozzle" work of Professor E. W. Becker in West Germany. His idea is to blow a gas mixture of the isotopes to be separated through a curved wall. Centrifugal forces will tend to leave the heavier uranium-238 isotope hugging the wall, so that a skimmer at the end of the duct will separate the gas into enriched and depleted streams.

Early indications that the South Africans were pursuing this basic route included the patent record of Dr. W. L. Grant, the aerodynamicist credited with having invented the South African process; attempts by the South Africans to get tenders from West Germany for equipment basically similar to Professor Becker's requirement; and (two years ago) collaboration with STEAG, of Essen, the industrial group with a declared commercial interest in the "jet-nozzle" process.

To reveal his secret at the European Nuclear Conference last month, Dr. Ample Roux, president of the South African Atomic Energy Board and chairman of the Uranium Enrichment Corporation of South Africa (UCOR), gave the "jet-nozzle" process its correct name: "stationary-walled centrifuge."

Professor Becker had adopted his pseudonym for what is really a centrifugal separation process, in order to avoid problems with the U.S. Government over the highly classified centrifuge technique.

Professor Becker himself resented the South African claim to have a "unique" process by stating publicly that the two processes are the same in principle. He is based on the principle of the high-performance stationary-walled centrifuge. "But that does not mean all the details are the same," he conceded.

In fact, the experts are greatly impressed by some of the details of a process the South Africans claim to be separated cleanly from hex at the end of the process.

The upshot of all these refinements is that a process which is inherently hungry for energy, because of the heavy gas pumping requirements, and the losses through turbulence in a complex cascade, may have been made a much less energy-hungry. A process which at first sight seems to need twice as much energy

as even the gaseous diffusion route might ultimately be refined to require the same or even a little less energy than diffusion. Of course, this still leaves a big gap with the gas centrifuge, needing only one-tenth of the energy of diffusion. But Dr. Roux confidently expects that coal-generated electricity will remain cheaper in South Africa than, say, in Europe. He also made clear that it was coal, not hydroelectric power from Cabora Bassa, that would be used to drive the commercial enrichment plant.

But the South Africans are already preparing plans for their first nuclear reactor, with power cost at least twice those claimed for coal, implying that they are prepared to export their cheapest

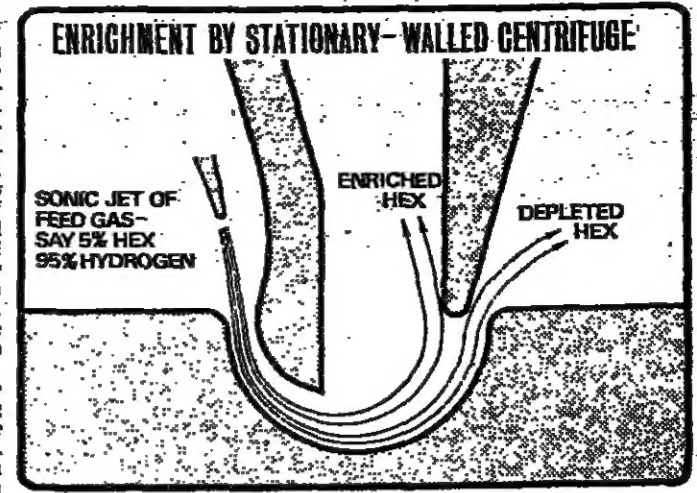
power in an effort to break into the nuclear fuel market.

Dr. Roux was very confident indeed that his Government — on the strength of his scientists' recent success in getting the first stage of a pilot plant working at Valindaba — would authorise this summer construction of a full-scale enrichment plant of 5,000 tonnes capacity. His confidence stemmed from an economic study UCOR has carried out with STEAG over the past 18 months. This put the capital cost for South Africa of building the world's sixth commercial enrichment facility managed by the 1,200-strong team of the U.S., Soviet Union, Britain, Holland, France and Belgium (EURATOM) at R490m (1971m).

This figure excluded the cost of upgrading the value of its uranium reserves — an estimated 20 per cent of the world's high-grade reserves are located in South Africa and Namibia (south-west Africa) — by the factor of two or more that enrichment offers. The plan calls for completion of a commercial facility by 1984, and full-scale production two years later. Their costing assumes a selling price of \$74 per kilogram at a time when discussions of new long-term enrichment contracts hover around the \$90-190 level.

The South Africans have not yet attempted to sell enrichment — time enough for that, says Dr. Roux, whose commercial project is officially announced. Neither does he expect any political reaction from the other African states to the idea that South Africa would have ready access to fissile material. Although South Africa has not signed the Non-Proliferation Treaty (NPT), a large part, he says, would in any case be under International Atomic Energy Agency safeguards. On both points the South Africans have chosen previously the right moment to "take the temperature."

Without specifying STEAG, Dr. Roux said that there were still discussions with "foreign experts" on the possibility of collaboration. He offered four reasons why South Africa would prefer to collaborate: it would move things faster, help with capital, give access to a bigger enrichment market and, since South Africans had often benefited from overseas technology, they would like to share their invention with the world.



Japan group in Egyptian oil exploration

By Michael Tingay

CAIRO, May 28

THE EGYPTIAN People's Assembly today approved an agreement with the Japanese group Spedco for oil exploration in the West Bakr area of the Eastern Desert. The agreement, which covers an area of 827 square miles, is worth \$3m. to Egypt.

Some idea of the confidence in Egypt's efficient Petroleum Minister Ahmed El-Zaidi Hilal, who has overseen the opening up of Egyptian oil exploration, was given in the unprecedented speed of the approval. Even before the presentation of the documents the House approved the agreement in just 15 seconds, only to be told by the Speaker that the House would have to wait for the formalities.

There is an air of confident expectation in the Egyptian oil industry currently. Since the first foreign oil exploration concession was granted to Braspetro in July 1973 on a joint basis, Egypt has earned more than \$70m. from signature bonuses and has had a degree of success with oil finds which contrast starkly with the days of hazardous Russian exploration.

Illegal exit charges face Rhodesian

SALISBURY, May 28

CRIMINAL charges may be brought against the recently detained Nationalist leader, the Rev. Canaan Banana, for leaving Rhodesia two years ago without a passport, a Government spokesman said today.

Mr. Banana returned here by air last Saturday from a two-year study visit to the United States and was immediately detained. He left the country in May 1973, without travel documents and walked across the border into neighbouring Botswana, where he was given a British passport.

Mr. Banana's legal counsel has meanwhile lodged an appeal against the detention order and asked for details of the allegations behind it.

In Cape Town a Parliamentary Commission today published a report accusing a leading anti-apartheid group of trying to establish in South Africa a black-dominated Socialist Government. The Schabas Commission, set up in 1972 to investigate possible subversive organisations found in its report that certain activities of the Christian Institute of Southern Africa were a danger to the State and recommended that "appropriate authorities give the necessary attention to the Institute."

Leaders of the Institute, an alliance of clergymen, were accused in the report of "conditioning public opinion to accept a possible, even an inevitable, violent change in the existing order."

18-week lone survival drama in Pacific

By Dai Hayward

WELLINGTON, May 28

AN 18-YEAR-OLD Pacific Islander has survived 18 weeks in an open canoe drifting nearly 2,000 miles across the Pacific Ocean by eating raw shark and drinking a mixture of rain and sea-water.

On Christmas Eve, Tangane Italia left his home in the Gilbert Islands to attend a Christmas party on a neighbouring atoll. With him in the small open canoe were his uncle and cousin.

During the short journey, a sudden storm blew the canoe out to sea. When the storm cleared three days later, the cousin lost his reason from thirst and heat, and leapt over the side. The uncle died a few days later.

Hoping they would be rescued, the uncle could be buried ashore. Italia kept the body until it started to decompose and he had to put it over the side. Left alone, the boy made a mouse from the rest of the shivering line and trailing it in the water, scared young sharks that swam near the side of the boat. Pulling them to the side of the boat, he killed them with a small knife and cutting the meat into small pieces, ate it raw.

He had no container to hold water and depended on rain, which he collected in the bottom of the canoe.

As he became weaker, Italia lapsed into long periods of unconsciousness. He was unconscious when the drifting canoe was spotted by a Japanese fishing boat.

Italia did not respond to the shouts of Japanese fishermen, who had to come alongside to find out that he was alive. He was still unconscious when they lifted him aboard their boat. When he recovered consciousness, he could barely whisper for fear.

The Japanese took him to Truk, where he is recovering in hospital.

West African Community born

BY OUR OWN CORRESPONDENT

LAGOS, May 28

FIFTEEN English and French speaking West African leaders, at the end of a two-day summit meeting here, today signed a treaty establishing an all-embracing economic community of West African states (ECOWAS).

The 65-clause treaty marks, in the words of the official communique, "the birth of a new era of solidarity in Africa and a decisive step forward in the

achievement of a wider integration on the African continent." It will standardise tariffs and trade procedures in West Africa, whenever it becomes effective after a mandatory ratification by all member-states.

The signatories to the treaty — a basic agreement in principle for multi-lateral co-operation in West African sub-region — are Dahomey, Gambia, Guinea-Bissau, Ivory Coast, Liberia, Niger, Nigeria, Sierra Leone, Togo, Upper Volta, Mali, Guinea, Senegal and Mauritania.

Togo and Nigeria, the brains behind the founding of ECOWAS, will continue to have responsibility to steer the affairs of the organisation with a view to making it a pragmatic, dynamic and an effective institution for co-operation in industry, transport, telecommunications, energy, agriculture, commerce, monetary, financial social and cultural matters.

Upper Volta, Mali, Guinea, Senegal and Mauritania, the brains behind the founding of ECOWAS, will continue to have responsibility to steer the affairs of the organisation with a view to making it a pragmatic, dynamic and an effective institution for co-operation in industry, transport, telecommunications, energy, agriculture, commerce, monetary, financial social and cultural matters.

BANCO DE BILBAO The Spanish bank with the greatest international experience. Results for 1974.

	1973	1974	Increased	%
Capital & Reserves, after distribution of profits (million Pesetas)	17,180.5	20,926.8	3,746.3	21.81
Customers' Accounts (million Pesetas)	219,686.5	266,131.9	46,445.4	21.14
Loan Accounts (million Pesetas)	184,710.5	219,861.5	35,151.0	19.03
Investments Portfolio (million Pesetas)	48,024.4	52,920.5	4,896.1	10.20
Net Profit (million Pesetas)	3,016.5	3,709.7	693.2	22.90
Profit Available for Distribution (million Pesetas)	2,085.5	2,584.7	499.2	23.94
Net Dividend per Share (Pesetas)	53,778	53,893	—	—
Number of Branches	512	541	29	—
Number of Shareholders	63,936	84,528	20,592	32.21

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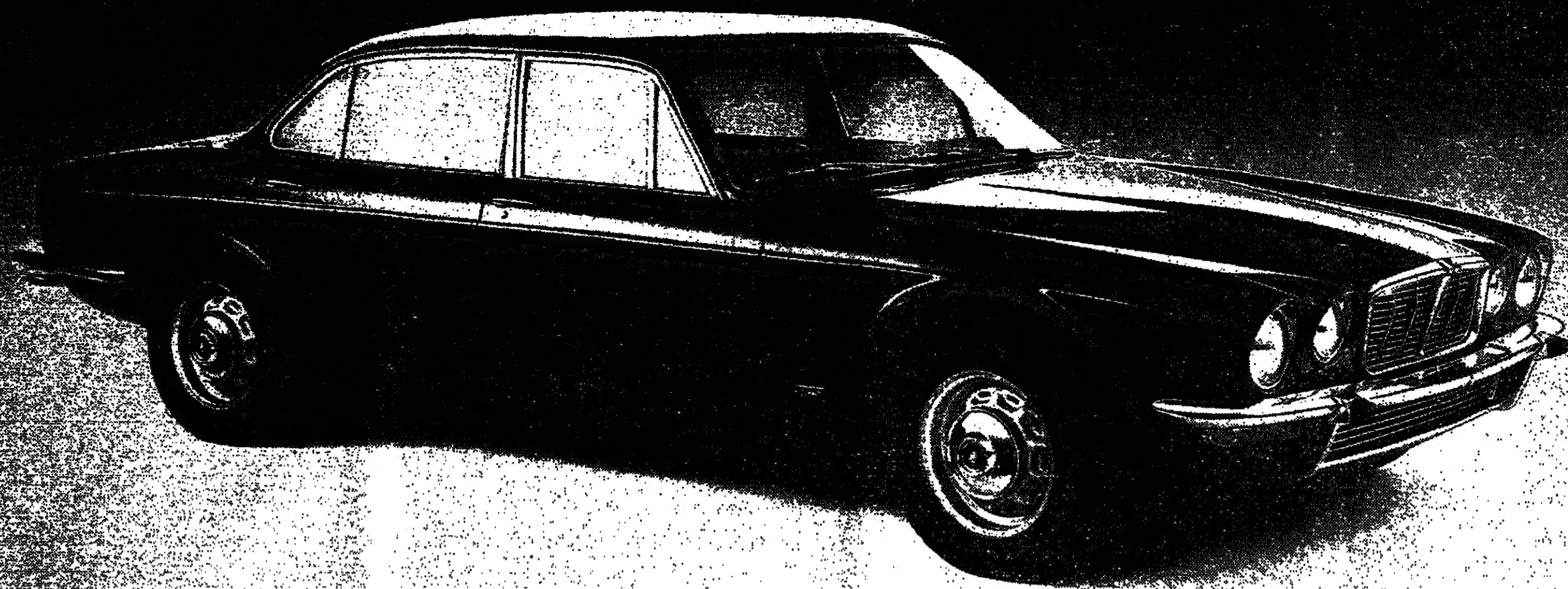
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July 1975



The new XJ3.4. For those who are attracted to three-litre motoring, but are even more attracted to a Jaguar.

It's undeniable that, today, many motorists are attracted to three-litre motoring. For its combination of performance and economy.

It's also undeniable that many, many motorists are attracted to a Jaguar.

So why not a car with the best qualities of both?

You see the answer above: the XJ 3.4. As you'll discover, it has the features you expect in a Jaguar.

Which is to say, of course, that it offers a good deal more than most other cars in the three-litre class.

The engine is only part of our story.

The engine in the XJ 3.4 is a new version of the famous XJ series. It has six cylinders, twin-overhead camshafts, a capacity of 3,442 c.c. and produces 161 brake horse-power (DIN).

This is more than sufficient to take the manual XJ 3.4 from 0-60 in 10.9 seconds. And to give the car a top speed of about 117 mph.

Depending on choice of transmission and your driving habits, it will also give fuel consumption in the region of 18 to 23 mpg. (An extremely competitive figure when you compare it with other cars in the three-litre class.)

As with all Jaguar engines, every 3.4 is individually bench-tested before being installed in the car.

The method of installation is worthy of note.

First, the engine is mounted on rubber insulating bushes. Then, the engine and bushes are mounted on a separate sub-frame, which is also insulated by rubber bushes.

This may sound a little complicated. And it is.

But Jaguar have always preferred to eliminate noise through advanced engineering, rather than through the more common practice of trying to cover up the noise with mammoth amounts of sound-deadening material.

Hence our well-earned reputation for pace and quiet.

On either side of the engine, safety.

To either side of the 3.4 engine is another well-known Jaguar feature: self-adjusting, servo-assisted, ventilated disc brakes.

These discs, together with those at the rear, are deservedly well-known for their stopping power.

They are helped, of course, by the unique low profile, water-dispersant Dunlop tyres, which were designed as an integral part of the XJ's suspension.

Also built into the suspension is Jaguar's sensitive anti-dive geometry. This keeps the 3.4 on an even keel even under the most severe emergency braking. (A consoling thought given the chaos and confusion of today's roads.)

Equally consoling is yet another feature not found on lesser cars: power-assisted rack-and-pinion steering.

Some cars have power steering. Others have rack-and-pinion steering.

The XJ has both.

All the information an intelligent driver needs.

The instrument panel of the 3.4 contains all the information an intelligent driver needs.

Seven dials. Six warning lights. Plus an array of ergonomic switches for, amongst other things: the two-speed wipers. The rear window heating. The fuel tank change-over. The electrically-operated windscreen washer. The heating and ventilation fans and temperature control.

In fact, the fascia of the XJ 3.4 is exactly the same as the fascia found on the more expensive Jaguars.

As are most of the other features that you'll find on the new XJ 3.4.

Reclining seats, wood and really effective sound proofing.

The seats of the XJ 3.4, both front and rear, are covered with a sumptuous pleated cloth. And, as you'd expect, both the front seats and the steering column are adjustable.

The instrument panel is covered with hand-selected and hand-matched veneers.

Whilst underfoot is more than 50 square feet of carpets and underlay.

Together with the underbody protection and the sophisticated Jaguar insulation, they make the XJ 3.4 one of the most effectively sound-proofed cars on the road.

Behind the rear seats, something more than an empty space.

The boot of the XJ 3.4 is 17 cu. ft. large. Which is enormous by any standards.

On either side of the boot, are the XJ's twin fuel tanks with twin electric fuel pumps.

Beneath the boot, a spare wheel, jack, wheel-brace and a comprehensive tool kit containing everything from screwdrivers to a tyre pressure gauge.

Would you expect less?

After the second road test, the seventh coat of paint.

The engine, passenger compartment and boot are surrounded by the famous XJ body and coachwork.

The body is as functional as it is attractive.

It has been built for progressive deformation to give maximum passenger protection in an accident.

And the slim but strong roof pillars give excellent all-round visibility.

The coachwork has been subjected to rust inhibitors and seven coats of paint. The last coat being applied only after the second pre-delivery road-test.

(How else would we know if any fault found on the first road test had been removed unless we tested twice?)

That, in a very large nutshell, is the new XJ 3.4.

When you compare it with the prices and features of other three-litre cars, we think you'll find that Jaguar has another landmark in value.

And three-litre motoring has a new standard.



Jaguar

It's a long way down to second best.



Benn: I won't resign

BY NICHOLAS COLCHESTER

MR. ANTHONY WEDGWOOD BENN said yesterday that he would not resign over the referendum result. "I shall accept it," he told a radio phone-in questioner.

In the same programme, the Industry Secretary said he was fed up with "personality politics".

A listener had suggested there was a power struggle between him and Mr. Wilson.

Mr. Benn declared: "The British people are fed up with personality politics—I know that I am. They are even fed up with personality politics in elections. I have heard many people say: 'Why can't we get on with the issues? Why do we have to have the two leaders slanging each other?'"

He told another caller that the sovereignty issue was the most important referendum issue.

"If I were to base myself on a single argument, it would be the one that the British people must be free to change the law and change our taxes according to our own experience. In the Common Market, with the Commission which you don't elect and can't remove, you lose that right."

Mr. Benn argued that traditions of democracy in other European countries were different to those of Britain and that this gave these countries a different attitude towards Brussels and its influence.

"After all, a few years ago the Germans were living under Hitler, the Italians were living under Mussolini. The French have had revolutions and counter-revolutions for a very long time. The test by which other Common Market countries judge the constitution of the Community are rather less severe than ours."



PRO-MARKETEERS' Press conference yesterday. Mrs. Shirley Williams, who gave a warning about food prices if Britain quits Europe, chats with Mr. Roy Jenkins, under fire from the Left over his attitude on Mr. Anthony Wedgwood Benn.

Food prices up at once if we quit, says Shirley

BY JOHN HUNT

AN IMMEDIATE RISE of several percentage points in food prices in Britain leaves the Common Market as forecast yesterday by Mrs. Shirley Williams, the Secretary for Prices and Consumer Protection.

Speaking at the same Press conference, organised by the Britain in Europe movement, Mr. Roy Jenkins, the Home Secretary, predicted that if Britain withdrew from the Community it would mean a "siege economy" with a five per cent. cut in personal and public consumption in the U.K.—"far worse than we have seen since the end of the war."

Mrs. Williams claimed that food prices would rise immediately Britain left the Market because EEC food and financial subsidies would be withdrawn. She said the Monetary Community (MCAs) would be offsetting much of the fall in the value of

the pound as far as food imports were concerned. Every one per cent. fall in the pound cost £50m. more on the food import bill. So the 2.5 per cent. fall in the pound over the last three weeks meant £125m. on the food import bill.

In 1973 and 1974 for every 50p the U.K. spent on import levies it gained over £1 in subsidies and MCAs. These could not be withdrawn without the agreement of the Government.

MCAs were running at 13.8 per cent. and were due to be increased to 15 per cent. So at the moment Britain was subsidised by 13.8 per cent. on EEC food imports.

"It is fair to say there would be an immediate effect on the retail price index of food of several percentage points if we were to leave the Community," Mrs. Williams predicted. "What the long-term effect would be would depend on new sources

of supply outside the Common Market."

She also said that a "No" vote would result in the cancellation of "job-creating" investment plans, especially in chemicals, textiles and engineering.

It would be an agonising shock to the confidence of those who wanted to see Britain's economy recover, including the Commonwealth, NATO, and those who held funds in the U.K.

Mr. Jenkins said that a siege economy would mean that Britain would cut herself off from the rest of the world.

"It would mean this country would be getting steadily less competitive, our standard of living becoming less and less in relation to that of our neighbours."

Investment prospects and exports would decline. It would affect the balance of payments deficit. Britain could not possibly say she was coming out com-

pletely to live on her own and expect other people to finance her.

"It would involve an immediate cut of 5 per cent. in this country on personal and public consumption. It would be very drastic indeed, and involving something far worse than we have seen since the end of the war. That is what a siege economy would mean."

He challenged anti-Marketeers to say whether they wanted a free trade area or a siege economy. Did they accept that cheap food had gone for good? Did they care about the effect that withdrawal would have on Britain's security?

Mr. Jenkins said he was sceptical of the value of import controls, but Britain would have a better chance of introducing them inside than outside the Community.

Jack Jones tells Jenkins: You broke PM's rules

BY JOHN HUNT

THE BITTER internal feudings which the referendum campaign has sparked off in the Labour Movement continued yesterday.

With Mr. Jack Jones, general secretary of the Transport and General Workers Union, launching an outspoken attack on Mr. Roy Jenkins, the Home Secretary.

Speaking at a National Referendum Campaign press conference he criticised Mr. Jenkins for saying that he found it difficult to take Mr. Anthony Wedgwood Benn seriously as an economic Minister after his claim that EEC membership had resulted in the loss of 500,000 jobs in Britain.

He accused Mr. Jenkins of breaking the rules of friendly conduct laid down for the campaign by the Prime Minister and of creating ill feeling around Mr. Benn. In addition he questioned Mr. Jenkins' professional abilities.

Mr. Jones claimed that in spite of what Mr. Jenkins had said, at least one employer in textiles had warned of the problems arising from Common Market membership.

"Several top economists are backing Tony Benn's unemployment rate, yet the pro-Marketeers call them liars with out ever saying where they are wrong," he declared.

"It is easy for politicians used to academic debates in the Commons to start making questioning remarks about Tony Benn's economic standing without proving that what he said is wrong."

"I can understand a degree of exasperation on the part of my friend Roy Jenkins. I can't understand why he should bring food prices."

into question the professional abilities of Tony Benn when his own, frankly, can be subject to question.

"I am sorry he should have broken the rules of friendly conduct which the Prime Minister and other have said ought to be the case."

He thought Mr. Benn, as Secretary for Industry, had examined the figures "and what he says makes sense."

He regretted that Mr. Jenkins was creating ill feeling around the "genuine stance" which Mr. Benn had taken. Indeed, he emphasised that the unions were beholden to Mr. Benn for his attempts to keep unemployment down.

Mr. Jones recalled that he himself had promised to accept the verdict of the referendum and forecast that whichever way the vote goes the Labour Party would remain united.

Unity

But he could not understand why Mr. Jenkins and Mrs. Shirley Williams, the Secretary, had said they would leave the Government if the result went against Market membership.

"I am quite sure that if they went there would still be a united Labour Party without them," he said.

"I have no doubt we will still have a united Labour Party after the referendum. Government after referendum."

He predicted that if we remain in the Common Market the operation of the social contract would be made much more difficult.

He said it would lead to higher food prices.

But the unions would still try to pursue socialist policies even though it would be made more difficult by EEC controls, particularly in the field of regional employment.

We would be at the mercy of the European Commission in relation to our employment policies. Mr. Neil Martin, the Conservative MP who is chairman of the National Referendum Campaign, appealed for a stop to allegations that people were lying during the campaign.

What the pro-Marketeers were claiming as "lies" were in fact truths that were unacceptable to them, he said.

Another speaker at the Press conference, Mr. Geoffrey Robinson, former financial controller of British Leyland, argued that British industry was not currently strong enough to compete against European companies if we remained in the Market.

Mr. Robinson was chief executive of Jaguar, a former managing director of Innocent and a member of the Industrial Reorganisation Corporation.

Meacher puts 'lost jobs' total at 750,000

By Ian Davidson

ANTI-MARKET statistics for the number of jobs "lost" through British membership of the European Community rose yesterday by 250,000.

Mr. MICHAEL MEACHER, Parliamentary Under Secretary in Mr. Anthony Wedgwood Benn's Industry Department and produced by him at the London press conference of the National Referendum Campaign.

When added to Mr. Wedgwood Benn's figure of 500,000, they bring the total number of jobs said to be "lost" through membership of the Community to 750,000.

Mr. Meacher's 250,000 refers to the number of jobs "lost" through direct British investment in the European Community, whereas Mr. Wedgwood Benn's 500,000 refers to the number of jobs "lost" through the British trade deficit with the European Community.

According to Mr. Meacher the two figures can properly be added together.

The total of 750,000 is arrived at by taking the value of net British direct investment in the Community in 1973 (that is, gross British direct investment minus Community direct investment in Britain), which amounted to £414m.

This figure is then taken to be equivalent to 82,500 jobs, on the assumption that one job equals £25,000.

His figures are available for 1974 for this year. But Mr. Meacher observed that net direct investment in the Community was £236m. in 1971, £166m. in 1972 and £414m. in 1973. He concluded that the job loss was accelerating. He estimated that more than 170,000 jobs had been lost in the 15 months since the beginning of last year.

That is why I agreed with so many who have taken part in the referendum debate, when, on both sides they have said that this vote is about jobs.

It is, and I believe the decisive character of the argument about jobs constitutes an important part of the case for voting "No" next week.

Mr. Wilson was speaking at the Long Ditton, Surrey, training centre of the pro-Marketeers' Union, and Municipal Workers' Union.

His audience of around 50 was mainly union officers and employees. He made no mention of the personality row, or indeed of any of his colleagues or opponents except in the most sunny day just one mile from the Thames and Hampton Court Palace.

Wasted, the unions' common front, Mr. Benn seems a long fortable retreat, in the stock-long way away.

'Tony, the worker'

TRADE UNION leader, Mr. Clive Jenkins, last night vigorously defended Mr. Anthony Wedgwood Benn's claims that EEC membership had led to a loss of jobs.

"While the moaning minnies and the wailing willies have been propagandising, Tony has been working," he said at Wakefield.

And people know it. Workers know it and so do employers. For it is to Tony that they go when the clouds blacken or when the rain starts to fall."

Mr. Jenkins said Mr. Benn had refused to be sidetracked into the London "cocktail circuit" where Benn's figures as "bunkum."

character, as assassination favoured by some politicians. If there is one man in this country who has conducted his path with what has happened to jobs, it is Tony Benn.

Perhaps more important, there is one man who has been doing something about it. It is Tony Benn.

More support for Mr. Wedgwood Benn came from Mr. Alan Green, Labour MP for Tetbury, Green at Bow, speaking at Barnoldswick, Yorks. "Tony's figure is right, and there's ample statistical evidence to prove it."

But Mr. Tom Bradley, MP for Leicester East, described Mr. Benn's figures as "bunkum."

THE PRIME MINISTER stuck to his "vote yes for jobs" theme in a personal Common Market referendum campaign in which he has so far successfully detached himself from the election-style activities.

So when Mr. Wilson swept down the drive in his black Rover (20 m.p.h.) it was scarcely incongruous. Not much was likely to disturb the gentility of the events.

The nearest we actually got to dissent was when someone at the back of the audience, where the Premier spoke in a stage whisper: "I don't see the point really, we're not going to be allowed to ask any questions are we?"

And, sure enough, a quick lunch over Mr. Wilson rattled through his pleasantries ("I'm fully paid up member of the union," he says. "I know you are," replies host general secretary Mr. David Bassett).

checked out the before you came") and turned to the prepared text.

The sun, beat down outside and the Premier's address was disturbed more by the distant hum of lawnmowers cutting the lawns than by anything so loud as applause.

All over there are a few hell to friendly faces. A few bad shakes, and a rapid farewell. No rapid enough for some, it seems. "I wish he'd hurry up, it's some knocking off time," came the stage whisper again.

And then he's gone. Down the drive in the black Rover. In these green fields on the Thames and Hampton Court Park, Mr. Benn seems a long fortable retreat, in the stock-long way away.

Dr. Timothy Wainman, who described himself as a "maths fanatic" working in Europe, maintained that what he has seen during the last two years is Germany had convinced him that the EEC membership was a threat to civil liberties.

He held out the prospect of identity cards and police registers—which already existed in Germany, France and Belgium—being put in the U.K. in the context, pointing out that when Community

the first elections to the European Assembly took place in 1978, Britain would have one seat for each 500,000 of its electorate. Nottingham, he said, would be scarcely worth half a vote.

Mr. Wainman said he had seen during the last two years is Germany had convinced him that the EEC membership was a threat to civil liberties.

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Harold in stockbroker land

BY ARTHUR SANDLES IN LONG DITTON

THE PRIME MINISTER stuck to his "vote yes for jobs" theme in a personal Common Market referendum campaign in which he has so far successfully detached himself from the election-style activities.

So when Mr. Wilson swept down the drive in his black Rover (20 m.p.h.) it was scarcely incongruous. Not much was likely to disturb the gentility of the events.

The nearest we actually got to dissent was when someone at the back of the audience, where the Premier spoke in a stage whisper: "I don't see the point really, we're not going to be allowed to ask any questions are we?"

And, sure enough, a quick lunch over Mr. Wilson rattled through his pleasantries ("I'm fully paid up member of the union," he says. "I know you are," replies host general secretary Mr. David Bassett).

checked out the before you came") and turned to the prepared text.

The sun, beat down outside and the Premier's address was disturbed more by the distant hum of lawnmowers cutting the lawns than by anything so loud as applause.

All over there are a few hell to friendly faces. A few bad shakes, and a rapid farewell. No rapid enough for some, it seems. "I wish he'd hurry up, it's some knocking off time," came the stage whisper again.

And then he's gone. Down the drive in the black Rover. In these green fields on the Thames and Hampton Court Park, Mr. Benn seems a long fortable retreat, in the stock-long way away.

Dr. Timothy Wainman, who described himself as a "maths fanatic" working in Europe, maintained that what he has seen during the last two years is Germany had convinced him that the EEC membership was a threat to civil liberties.

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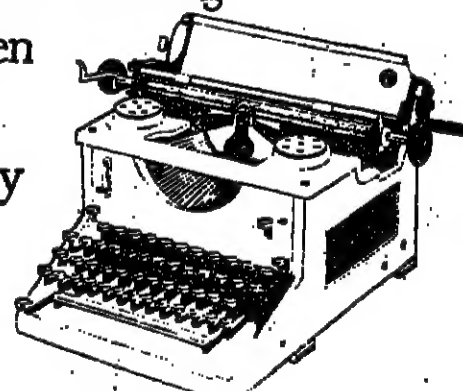
We wanted to show you a photograph of our first policy holder. But the camera hadn't been invented when he signed.

When Mr. Alexander H. Simpson took out his whole life policy on 24th December, 1825, there was more than just a camera missing.

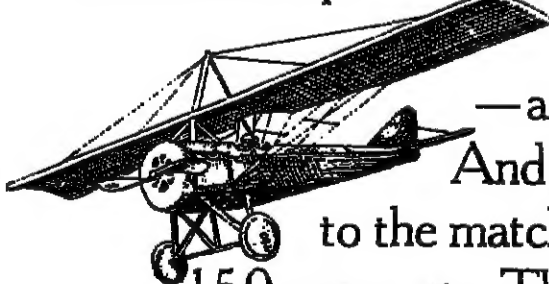


Neither the telephone nor its inventor had been born yet.

There was no typewriter to type out the policy—or fountain pen to sign it.



The policy provided no cover against death in a car, aeroplane or on a bicycle—simply because

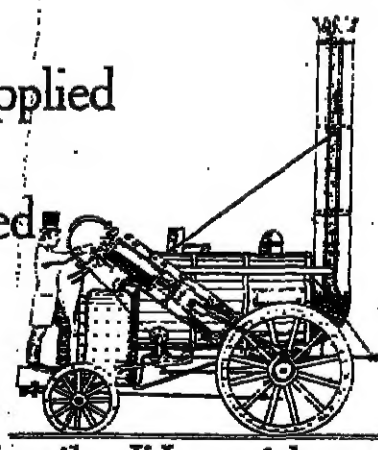


these modes of transport hadn't yet arrived to simplify—and complicate—our lives.

And the word safety had not yet been applied to the match or the pin.



150 years ago. The same year Stephenson constructed

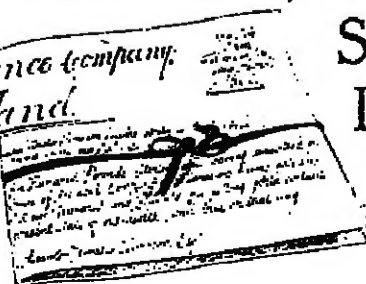


The Locomotion, forerunner of the famous Rocket. When you think how little our ancestors had then, you'll begin to realise just how long ago that really was.

Mr. Alexander Simpson didn't do at all badly for his family. He paid a single premium of £670 for his with-profits policy for £1,500; and when he died in 1866, the Company paid to his dependants the sum of £3,982.

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Smedley pours out his sunshine remedy

BY PHILIP RAWSTORNE

THE FOOD issue continues to sustain both sides of the referendum campaign when ever other arguments run thin. Mrs. Shirley Williams said yesterday that food prices would rise immediately if we left the Common Market. Mr. Jack Jones said that they would fall.

As to Mr. Oliver Smedley, leader of the Anti-Food Campaign, who had come down from rural Wales to London to support Mrs. Williams's resignation.

Mr. Smedley, who is totally opposed to the best interests of the British consumer, said that food prices would rise immediately if we left the Common Market. Mr. Smedley, who is totally opposed to the best interests of the British consumer, said that food prices would rise immediately if we left the Common Market.

day corn laws" of the Treaty of Rome. Mr. Smedley is against de-natured wheat and in favour of sunshine. "It is the sun which gives us our food. It isn't made like half-bearings and razor-blades," he lectured the cocktail circuit reporters yesterday.

The harvest was going to be good this year, he said. And the British should be out and about reaping the benefits, not worrying about losing the Common Market food subsidies. "I am a free-trader and a sound-money man," he added—principles that would be widely needed if the country were to survive the "hungry '80s."

Mrs. Williams, showing no signs of resignation, provided most of the pro-Market punch yesterday with her assertion that the loss of EEC food subsidies would mean an immediate rise in prices if the country did vote to withdraw from the EEC.

Without the subsidies, Britain would already be paying substantially higher food bills because of the depreciation in the pound.

After Mrs. Williams had

departed to work out more detailed figures, the anti-Market responders responded vigorously to her challenge.

Now elevated to the same hotel floor as the pro-Market speakers, the National Referendum Campaign, frankly, as Mr. Jack Jones said more than once, rejected Mrs. Williams's statement.

Mr. Jones was astonished. He had just returned from New Zealand where the farmers were "screaming out for trade with Britain."

Britain's staple diet—lamb, butter and cheese—could already be obtained cheaper outside the Common Market, he declared.

Whatever New Zealand Ministers were saying about Britain staying in the EEC, the other 99.9 per cent. of the country wanted us out, he said.

This year, added Mr. Neil Martin, New Zealand would be spending £500,000 trying to sell more food in Britain. "Would they be wasting their money if they didn't have the food to sell us?" he asked.

"Our would the EEC continue its common agricultural policy if it did not intend to keep the cheaper food out?"

Change of mind by Scots fishermen

By Chris Baur, Scottish Correspondent

THERE ARE strong indications that the fierce opposition to the EEC of Scotland's 11,000 fishermen is beginning to crumble.

Several of the fishermen's representative organisations and many of Scotland's leading skippers confirmed that this unexpected dramatic change of opinion has gained momentum in the last few weeks.

Mr. Jim Slater, the Peterhead skipper who was one of the principal organisers of the recent blockade of Scottish ports, said: "The majority of the fishermen have turned round and are now very much in favour of remaining in the EEC."

He argued that this appeared to be the case despite the fact that the men had failed to secure any of the major pro-referendum concessions listed during the blockade—the first of which was the scrapping of the EEC's free-access fisheries policy and the extension of national fishing limits.

Factors which seem to have influenced the fishermen include the fact that nearly 90 per cent. of the fresh herring catch is exported to the Community.

At a time of low prices and greatly increased operating costs, which contrasts with the colonial boom conditions of about a year ago, the men are worried that Community markets may be lost to them if Britain withdraws.

A second factor is the financial encouragement the industry is being given by the EEC, not only in grants for new boat building, but more particularly in the setting up of its own producer organisations which can set minimum withdrawal prices.

These organisations have now been established covering Scottish ports.

Thirdly, there is a widespread assumption that within the EEC the inshore industry will be better able to press for a reduction of the stock-depleting industrial fishing activities of competing fleets from Norway, Poland and Russia and within the Community, from Denmark.

Much currency is being given to the latest EEC Commission draft proposals which admit the importance of more stringent conservation measures.

Finally, the men appear to be more ready to accept that the issue of extended national fishing limits is one which will have to be fought out in a wider arena than the EEC itself.

Christian Tyler investigates the TGWU's leading role in the campaign for an anti-EEC vote

Union of opposites

ONE MIGHT be forgiven for the impression that the Transport and General Workers' Union is single-handedly running the union campaign to vote Britain out of the Common Market next Thursday.

It is not that the TGWU has some kind of monopoly on anti-EEC feeling among trade unions, nor that its leadership has put the members on a three-line whip for referendum day.

Rather, it is that the union, with its huge organisation serving over 1.4 million members, has become a natural rallying point for the anti-Market forces.

As their opponents have not failed to point out, the anti-Market forces are a many-coloured crew, taking in ditch-diggers from the shires to dedicated Communist Party workers in the factories. In many areas the TGWU has simply provided the administrative glue that sticks these unlikely allies together.

Not everyone in the TGWU will vote No—we're not kidding ourselves about that," said Mr. Harrison. Nor was there any question of the union's seeking to "deliver" a target number of votes on the day. "We are not an authoritarian union and between the two sides, for if we don't work like that." The conduct of the union's campaign, with the 11 regional secretaries access to the grass-roots that each following his own path



Mr. Bob Harrison, TGWU research officer—and director of the anti-EEC umbrella organisation, the National Referendum Campaign.

Running

At the same time high-ranking TGWU officials are closely involved in the actual running of the campaign. For instance, Mr. Bob Harrison, the union's research officer, is on temporary loan to the National Referendum Campaign, the national umbrella organisation for anti-Market groups, whose director he is, while Mr. George Wright, regional secretary in Wales, is acting secretary of the Welsh portion of the Get Britain Out campaign.

At the grass roots, the anti-Market campaign is using many of the union's 170-odd regional and district offices as campaign headquarters or distribution points for the millions of leaflets printed and circulated over the last few months. In many places the union is also providing its own or specially-hired secretarial help.

Not least the anti-Market forces are getting the valuable administrative experience of the union's officials—men for whom organising and addressing rallies, hiring halls and speaking to the Press are second nature.

For the TGWU, as for other trade unions active in the campaign, there is little new in all this. The union is well used to putting men and buildings at the service of the Labour Party for general election campaigns. But this time the Labour Party is divided and the campaign committees that meet at the local union offices are strangely composed: in Cardiff, for instance, a woman Conservative Party worker (whose ability is much

could be very telling on polling day. Thus Mr. Harrison says: "We have had some of the best meetings the union has ever had: our officers have been absolutely staggered at the enthusiasm. I agree that to some extent it's the enthusiasm of the converted, and our great enemy is apathy. But now the campaign is hotting up."

Literature

For the last three months the TGWU journal, the Record, has published pull-out centre spreads on the EEC referendum. Its usual circulation is around 300,000, but millions of extra copies of the pull-outs have been printed and the union believes that it has probably put out

while general secretary Mr. Jack Jones hammers at the Market issue on national platforms, itself reflects the TGWU's devolutionary structure.

As Mr. Harrison put it, nobody in London can tell how to run a campaign in Barnsley.

In the capital Mr. Bert Fry, secretary of the big London and Home Counties region of the union with 465,000 members, 25,000 shop stewards and 125 officials, is asking his men to get out and knock on doors on referendum day. His officers are being asked to arrange transport to the polls where necessary.

The reaction from the shop-floor has been solidly against the Market, he says, with not a single pro-Market resolution or

Heath says he will not accept narrow vote against Market

BY RICHARD EVANS IN BRADFORD

MR. EDWARD HEATH, the former Conservative leader, refused to accept a "No" vote in the referendum, based on a narrow majority or a low poll. He was cheered by Bradford University students when he attacked the Prime Minister's decision to hold a referendum, and argued that it would place many MPs in an impossible position.

"As far as I am concerned, I will stick to my principles and my own judgment because I believe I have been right on this issue over the last 25 years," he declared.

Mr. Wilson had said he would accept a majority of only one vote either way, but a narrow majority against continued membership would put many MPs in an impossible position. How could they deny their beliefs and ignore the views of their supporters?

Mr. Heath's comments, made during his referendum speaking tour, will increase pressures inside the Conservative Party to back the right of MPs to make the final decision on British membership.

Mrs. Thatcher, the Conservative leader, has also shown signs of being unwilling to accept a narrow verdict against membership, but she has not made her position as clear as Mr. Heath.

The greatest applause that greeted Mr. Heath was when he declared that academics should study the principles of referenda in our constitution—he was certain they would confirm that another one should never be held.

As a means of developing links between Westminster and the institutions of the EEC, Mr. Heath suggested that U.K. representatives sent to the European Parliament in Strasbourg should have the right to address the House of Commons, but not to vote.

This would have the advantage of keeping Westminster informed of developments, but would remove the MPs from the pressures of being full-time members of both Parliaments.

Steel jobs loss denied

THE STEELWORKERS' union has described claims that the Common Market is forcing 22,000 redundancies on the British Steel Corporation as "being entirely without foundation."

Mr. Bill Sims, incoming general secretary of the Iron and Steel Trades Confederation, said that at no time in the last two years had the Steel Consultative Committee sought to influence "much less direct closure or redundancies in the United Kingdom."

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LABOUR NEWS

Ambulance pay row may hit services from Sunday

BY CHRISTIAN TYLER, LABOUR STAFF

AMBULANCES in many parts of Britain will be dealing with emergency calls only from Sunday, unless a pay dispute between ambulance officers and the Department of Health is settled at talks in London today. The 11,000 officers in the National and Local Government Officers' Association will be told to turn up for work but not to handle routine services, a NALGO official said yesterday. Other unions representing officers are also planning industrial action. The dispute is a hangover from last year when the ambulance service was transferred from the local authorities to the health service. Attempts to translate different local rates of pay into a national structure have so far failed, with

Ford accedes to arbitration call

BY LORELES OLSAGER, LABOUR STAFF

A NEW attempt will be made next Monday to settle the strike of doorhangers and fender-sitters at Ford's Dagenham plant, now in its sixth week, that has made over 2,000 people idle and lost production of more than 11,000 cars. The regional office of the Advisory, Conciliation and Arbitration Service has arranged to meet both the local management and union officials to explore possibilities for a settlement. This was hailed as a major breakthrough by Ford shop stewards who have been demanding for several weeks that the dispute should be referred to ACAS, and have repeatedly approached the Government to intervene to this effect. The shop stewards had been

Oil terminal ICI offers 23-25% to manual workers

BY CHRISTIAN TYLER, LABOUR STAFF

A company spokesman said that the social contract was "one of the factors" taken into account in framing the 24 per cent offer. Unions officials have argued that their 55 per cent demand does not run counter to the social contract because it is based on steadily improving productivity at ICI. The two main unions involved are the Transport and General Workers' and the General and Municipal Workers, whose leaders have been prominent supporters of the social contract. Despite the big gap between the £9.10 a week offered and the £20.40 demanded, the unions' agreement to meet the offer would be a sign that a settlement is not necessarily far off.

ICI's offer of 23-25 per cent to manual workers at its 11,000-manual workers pay rises of between 23 and 25 per cent, the company announced yesterday. The offer was posted on factory notice boards yesterday after talks between company and union negotiators had ended late on Tuesday night without agreement. The company was replying to a claim by eight manual unions for pay rises averaging 55 per cent, although ICI says some of the claims were up to nearly 90 per cent. Worth £9 to £10 a week on basic rates for the main grades of ICI workers, the offer would add at least £40m. to the annual wage bill, compared with the £100m. estimated cost of the unions' claim.

Police negotiators win backing for claim of 42-63%

BY OUR BLACKPOOL CORRESPONDENT

POLICE FEDERATION negotiators were given an overwhelming vote of support at the annual conference at Blackpool yesterday. The vote was for pay increases of between 42 and 63 per cent. for Britain's more than 100,000 policemen following the outright rejection of an offer. The employers have offered an average 20 per cent rise, but the police union insists on a 42-63 per cent increase. The increase would also involve a restructuring of salaries, giving greater benefits to the higher than to the lower paid. Before meeting in joint session, delegates, especially constables, complained about the state of their pay negotiations and there were calls for a walk-out or a silent protest when Home Secretary Mr. Roy Jenkins spoke yesterday.

But Federation secretary Mr. Dick Pamplin, winding up the debate, emphasised that negotiations with the official side had resumed on June 4. The Federation's claim, including threshold and uncapped hours payments, was based on the principle that a policeman's starting rate should equal average earnings of male workers. But the only response from the official side had been a gasp of surprise at their audacity in asking for increases of between 42 and 63 per cent. Their first response, last month, was totally unacceptable and we told them in no uncertain terms that it was not an offer and they are coming back with a better offer on June 4, Mr. Pamplin said. Police who guard the Manchester Corporation's abattoir and the nearby Smithfield Market staged a 24-hour strike yesterday in support of a claim for a 45 per cent rise. The 25 men, members of the General and Municipal Workers' Union say they will take further action if the dispute is not settled quickly.

Lucas staff seek 45% rise

BY OUR LABOUR STAFF

SHOP STEWARDS representing some 5,000 white collar staff at Joseph Lucas company decided yesterday to seek a 45 per cent wage rise over the coming year, as well as a new threshold deal linking pay to the movement of the retail price index. They made their decision despite veiled hints from the company that it may have to declare compulsory redundancies if the unions do not show moderation on the pay front.

Manual workers unions have already been asked to postpone the annual pay talks for three months. The claim, by the Technical and Supervisory Section (TASS) of the Amalgamated Union of Engineering Workers, will be transmitted to the company this week. It is for a 30 per cent rise this summer and another 15 per cent next February. It would raise the average wage for a technician to over £60 a week.

ACAS in talks on seamen's pay

BY OUR LABOUR CORRESPONDENT

THE ADVISORY, Conciliation and Arbitration Service has invited the shipping lines and the National Union of Seamen for further "exploratory" talks today on the deadlocked pay negotiations for 40,000 merchant navy seamen. Although the two sides will have separate discussions with chief negotiator Mr. Andy Kerr, ACAS hopes to bring them together. The chances of either side shifting from entrenched positions look slim, however, and

the NUS had already ruled out to their wages bill. Under their £28m. offer, average earnings for a foreign-going seaman would increase from £59.25 to £70.35 for a 67-hour week. This would include "new money" increases of £11.10 or 18.7 per cent, and the consolidation of £4.40 a week cost of living payment already being received. But the offer would only lift the consolidated basic rate from £25.44 to £33.46, including threshold payments—far short of the £40 NUS target.

Unions ban German ferry on Channel route

BY JAMES McDONALD, SHIPPING CORRESPONDENT

THE SAILING last night of the West German car-passenger ferry "Mary Poppins" from Southampton for St. Malo was cancelled because of objections by British and German unions. Instead the ship, which was transferred from the Cypriot flag of convenience to the West German flag to meet unions' demand, lay at anchor last night in Southampton. Water and it was planned to transfer the 300 passengers booked on this first voyage to a Townsend Thoresen ferry serving Cherbourg. The unions claim that the "Mary Poppins" will "cream off" the traffic from British and French operators on the cross-Channel routes during the summer months. TT-Line, on the other hand, has stressed that the ship will operate on a year-round service with a larger ship and crewed by German and British seamen. TT-Line hopes to have talks with unions today in Southampton with an independent chairman. The ship's next scheduled sailing from Southampton is tomorrow night.

THE DISPUTE among members of the crews of the Belfast Steamship Co. was resolved yesterday and last night the Ulster Queen sailed from Liverpool to Belfast. Passengers, stranded by the strike, had previously travelled by other routes. The dispute, which started on Sunday, was over summer schedules.

Stable lads plan to picket Epsom Derby meeting

BY MICHAEL THOMPSON-NOEL

UNLESS THE Newmarket stable lads' strike is resolved in time, the strike is planned to picket next week's Epsom Derby meeting, which starts on Wednesday. The Derby usually attracts crowds of 600,000-plus. The lads will plan their tactics for Epsom this week-end, although it is thought they will avoid confrontation with racegoers, which led to violence and arrests at the Newmarket Guineas meeting four weeks ago. United Racecourses, which owns Epsom racecourse, will employ 50 police inside the racecourse, plus extra mounted police. "Security will cost us £5,000," said Air Commodore W. T. Brooks, the company's managing director, last night. "I am confident we can handle any conduct other than the genuinely outlandish."

Government job centre 'offered below minimum'

By Our Labour Staff

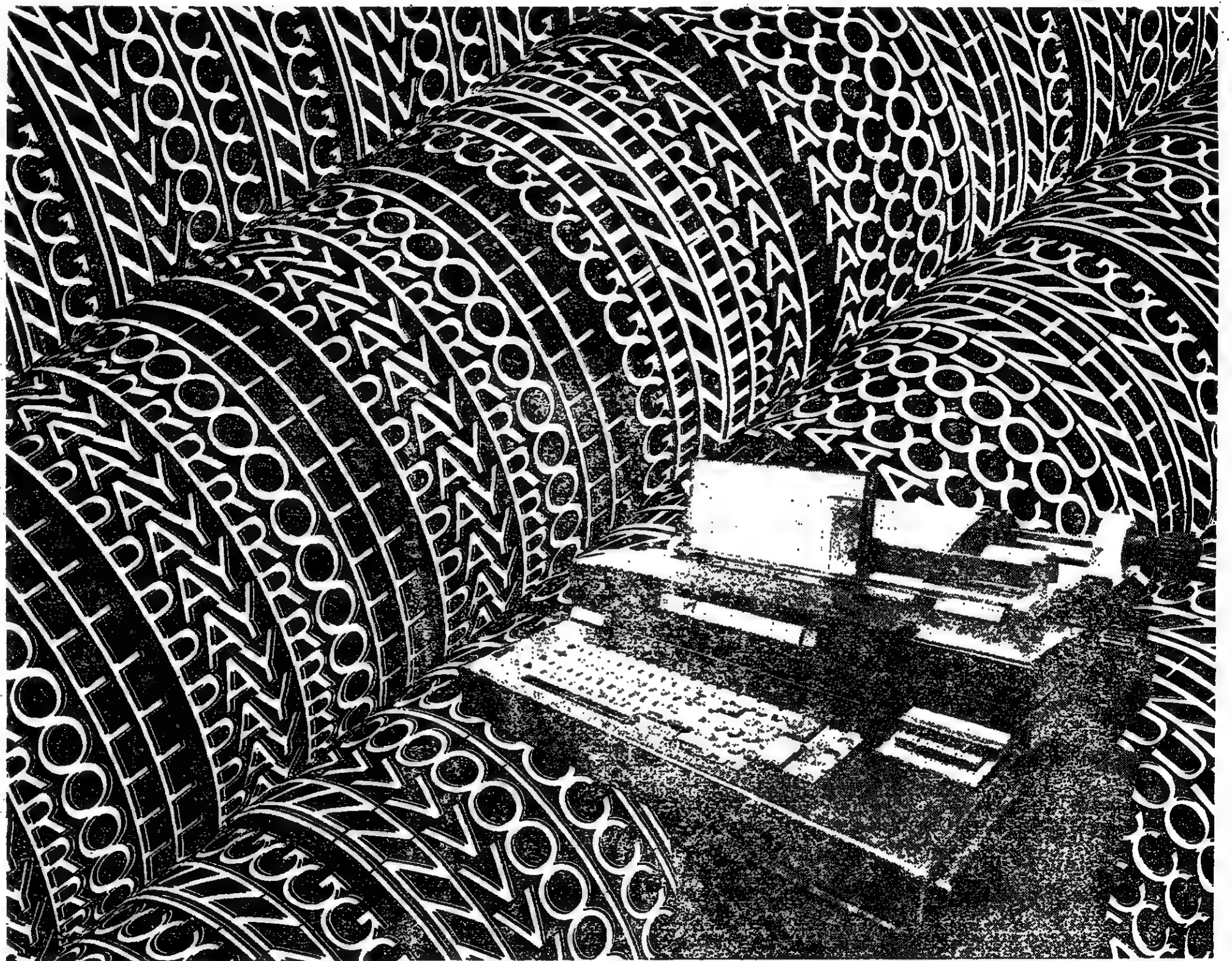
A GOVERNMENT Job Centre in London advertised vacancies for waiters and restaurant helps at below the statutory minimum wage the low pay unit alleged in a letter to Mr. Michael Foot, the Secretary of State for Employment, yesterday. The unit recently completed a study which showed that more than a quarter of the 500,000 employees in the hotel and catering trade were paid below the legal minimum established by wages councils. In the course of its investigations it found the advertisements at a centre in Central London. It was an "absurd situation" for the Government to employ wages inspectors to enforce the statutory minima on the one hand, while the centres advertised jobs at wages below the minima on the other, the unit said.

Hairdressing wages body proposes 50% more

BY OUR LABOUR STAFF

AN AVERAGE 50 per cent increase in the minimum wage for hairdressers has been proposed by the industry's wages council. A spokesman for the National Hairdressers' Association estimated yesterday that the proposal would add £25m. to the industry's wage bill. The Council covers over 100,000 employees in about 40,000 salons. Many will already be receiving more than the statutory minimum. However, the council's proposal, expected to be ratified by the 42 to 40 hours.

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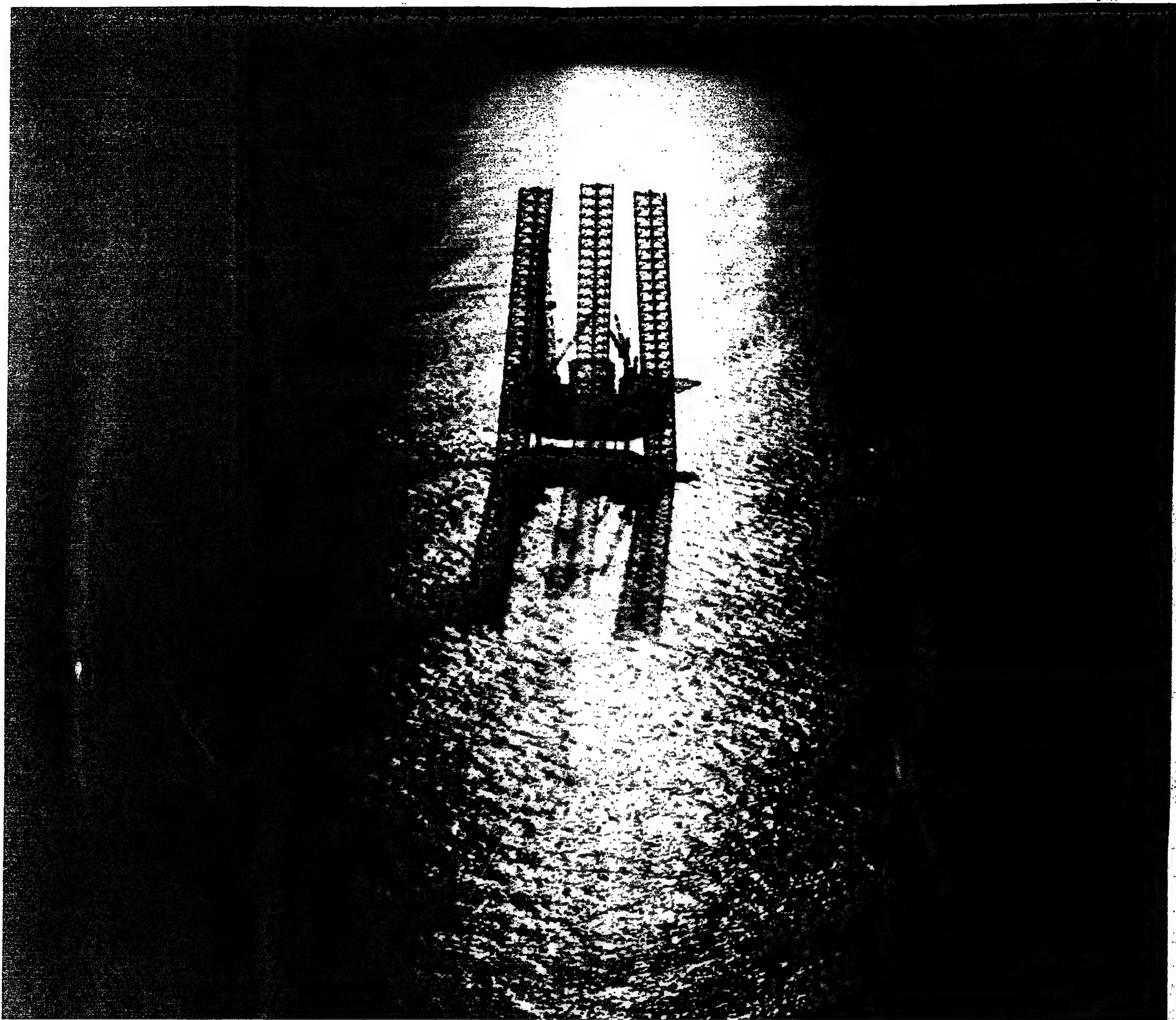
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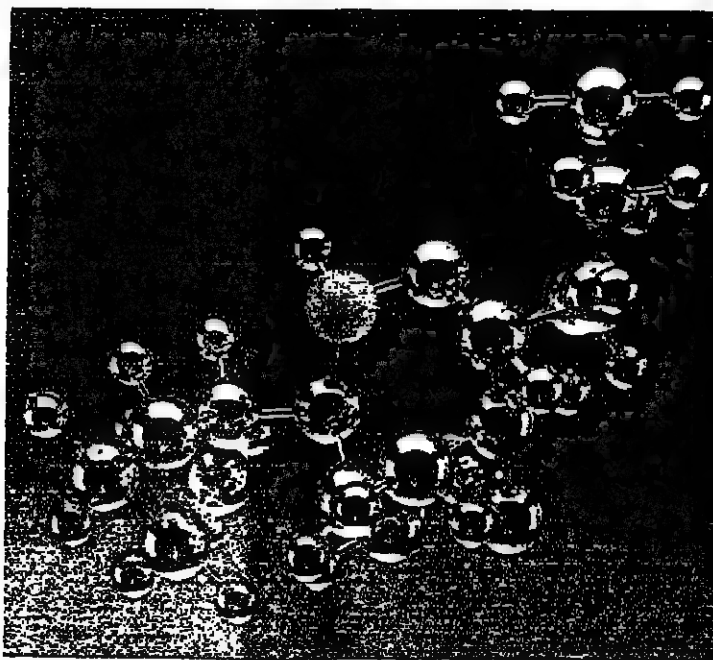
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HOME NEWS

Johnnie Walker wins £12m. loan for Scotch whisky plant

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

A £12M. LOAN to help finance construction of a Johnnie Walker Scotch whisky blending and bottling plant has been granted by the European Investment Bank, the EIB's long-term finance institution.

The plant, due for completion in the autumn of 1978 at an estimated cost of £25m., will provide around 600 jobs.

The project has been designed with the possibility of further expansion in mind and production capacity could be almost doubled from the initial 12.5m. gallons a year and provide another 300 jobs.

The EIB maintained yesterday that the loan was in line with one of its major aims under the Treaty of Rome, that of channelling finance into regional development, including the modernisation and conversion of older industrial areas.

For the new plant will be on a 4-acre site at Shieldhall near Glasgow, an area where unemployment problems persist as the inflow of new industries has not

provided enough work to match the loss of jobs from declining traditional sectors such as shipbuilding and heavy engineering.

The loan announcement comes conveniently, as far as promoters are concerned, ahead of next week's referendum. But Distillers, Johnnie Walker's parent, insisted that discussions had been going on for more than six months and that the contract had only just been completed and signed.

The loan to Distillers is for 10 years at an interest rate of 9.5 per cent, with repayment by instalments starting after 3 years.

The Johnnie Walker project was one of those affected by the EIB's decision last December to cur production of new whisky and on capital investment plans because "we are not prepared to use short-term money at very high interest rates for long-term schemes." Long-term money is still very difficult to raise in the U.K.

Apart from the EIB loan, Distillers has also raised £25m. (around £11m.) this month by the issue of unsecured notes to institutional investors in the U.S. These promissory notes, due for repayment in July 1980, bear an interest rate of 10.5 per cent.

The U.S. money will be used to finance Distillers' whisky stocks.

As for the new 100m.-bottle-a-year Johnnie Walker plant, Distillers started work on the building last November and it has now been half-completed. But no plant and equipment was ordered because of the long-term cash shortage.

The new plant will initially be as large as Johnnie Walker's Kilmarnock blending and bottling plant (also a 100m.-bottle-a-year centre) and Distillers stressed that it would be in addition to Kilmarnock and would not mean any cut backs there.

Distillers commented last night, "Although 1975 will not be a very good year for Scotch

whisky, we feel this will only be a hiccup in our progress. We still believe the long-term future for Scotch whisky is good and the only thing that has been holding back our expansion programme has been the lack in the U.K. of long-term money at reasonable rates of interest."

The EIB said that the latest loan takes its financial aid total to £148.2m. since the U.K. joined the EEC, most of the cash going to aid investments in development areas.

Some £42m., for example, had been directly provided for projects in Scotland, plus a further £10.4m. for development of the Frigg gas field in the North Sea.

Small and medium-sized ventures in Scotland are benefiting from two "global" loans totalling £15.5m. granted by the Bank to Industrial and Commercial Finance Corporation (ICFC) for on-lending to smaller industrial concerns in U.K. development areas.

Giro starts £1,000 loans

BY STEWART FLEMING

MANY of National Giro's 450,000 personal account holders will from next week be able to obtain fixed-term personal loans direct from Giro, part of its phased expansion of services. This first step in the expansion was approved by the Government in March.

Initially, loans will be offered only to personal customers who have their pay credited direct to their Giro account and have held the account for at least a year. It is thought that about one in three Giro personal customers will qualify for loans.

Amounts of between £150 and £1,000 may be borrowed with repayments spread over one to three years, and for some home improvements up to five years.

Interest will be charged at a fixed flat rate of 10 per cent, per annum, an effective true rate of 19.1 per cent. If the loan is for one year, applications will be dealt with through the post and customers can expect to receive decisions on their applications within a few days.

At present, Giro customers can obtain loans through a scheme the Giro operates with Mercantile Credit, one of the largest instalment finance houses, and this arrangement is still available for sums larger than those under the new Giro scheme, will continue.

Giro will finance the scheme from its own investment balances of around £130m.

Co-op 'losing initiative on consumer protection'

BY SANDY McLAHLAN IN EDINBURGH

THE CO-OPERATIVE movement was accused yesterday of losing the initiative on consumer protection over the last 10 years.

Mr. John Methven, director-general of the Office of Fair Trading, urged the movement not to be overtaken "in a sphere where you have given the lead for so long."

On the final day of the conference in Edinburgh, Mr. Methven said that in the six Which? magazine reports that included Co-op products in the last year the Co-op was never better than average in the value-for-money ratings.

On the question of voluntary codes Mr. Methven praised the Co-op for taking the initiative in preparing a draft code for use by the retail societies. But he added that while he did not disagree with the present content of the code, he would like to see it expanded.

"For example your code could usefully give some guidance on the methods to be used

in preparing a draft code for use by the retail societies. But he added that while he did not disagree with the present content of the code, he would like to see it expanded.

"For example your code could usefully give some guidance on the methods to be used

Other Home News on Page 27

for price comparisons and on the procedure to be followed when the customer pays a deposit and the goods do not arrive on time. It could also be used in connection with a retail society should deal with complaints."

Mr. Methven also asked the movement to give consideration to adopting codes of practice for particular goods, and mentioned the example of electrical appliance servicing. He suggested as an alternative that societies might prefer to subscribe to codes produced by the relevant trade associations. A number of these are being worked out in conjunction with the Office of Fair Trading.

It has always been a matter of regret to me that codes we have agreed with trade associations, and will agree in greater number in the future, have not applied to retail societies which have such a large share of the relevant market," he commented.

Household gadgets criticised

FINANCIAL TIMES REPORTER

FAULTS in household appliances led to more complaints in the last nine months of 1974 than those of any other single category of consumer purchases, according to the Office of Fair Trading. Of 142,348 complaints received by consumer agencies, 21,580 were about household appliances.

Food and drink followed, with 18,201 complaints. Motor vehicles and accessories were third with 14,871 and furniture and floor coverings fourth, 10,934.

Turning to the Office's role in monopolies and mergers, the report says that an economic information system has been set up to identify areas where conduct of firms and structure of their markets may need to be considered for reference to the Monopolies Commission.

The system takes into account such matters as trends and consumer complaints and rate of merger activity as well as efficiency and profits.

On restrictive practices legislation, which also comes under the OFT, Mr. Methven stresses

agreed with electrical appliances manufacturers; it is known that he is negotiating similar agreements with the motor trade and shoe retailers.

The report shows that there were 1,295 convictions last year under the Trade Descriptions Act, 818 under the Weights and Measures Act and 1,017 under the Food and Drugs Act. The most serious offences were giving a false trade description of goods.

Turning to the Office's role in monopolies and mergers, the report says that an economic information system has been set up to identify areas where conduct of firms and structure of their markets may need to be considered for reference to the Monopolies Commission.

that registration of an agreement with his Office does not automatically involve its reference to the Restrictive Practices Court, Companies which think they may be operating registrable agreements, he says, should consult the Office.

"I am anxious that everyone should understand that we want to help wherever we can, and that this willingness to assist applies just as much to the restrictive trade practices field as it does to other work of the Office."

The report says 12 agreements were referred to the court during the year, but not defended by the companies involved. This means they are now dead and cannot be legally operated. Among them was one involving the recommendation of retail prices by builders' and plumbers' merchants, and one on distribution of Sunday newspapers.

Annual Report of the Director General of Fair Trading. SO: £1.00.

London Port profit falls by over £1m.

BY JAMES McDONALD, SHIPPING CORRESPONDENT

THE Port of London Authority, troubled by a surplus of labour, made a profit last year of only £583,000, compared with £1.72m. in 1973. It expects to make a loss of well over £1m. this year.

This was revealed yesterday by Lord Aldington, chairman of the PLA, introducing the annual report for 1974. When the takeover of Scruttons Thames works is completed, the PLA's labour force will total about 11,900-12,500 registered dock workers and 5,300 staff. Talks were going on with the unions for further reductions under voluntary severance schemes.

It would seem, however, that it will be easier for the PLA to "axe" white-collar workers than registered dock workers, said Lord Aldington. He was reluctant yesterday to discuss the state of negotiations with the unions.

in the Caribbean sector and also in the New Zealand and South-East Asia trades.

But London's reputation is bound to suffer from a strike, warned Lord Aldington. "During the February to April strike 70 ships were diverted and steps were taken by customers of the port which could lead to a permanent and material reduction of general cargo traffic."

Marketing efforts would be useless unless there was full reliability and better productivity in all PLA operations. "The simple truth is that any reduction in traffic of the size that is likely to be caused by a strike, accompanied by the PLA taking urgent steps to deal with the consequential surplus of manpower."



PRINCE CHARLES broke all the rules when he was installed as Great Master of the Order of the Bath by the Queen in Westminster Abbey yesterday.

For he sported a moustache. And Queen's Regulations and Naval Instructions dictate that sailors must have a "full set" - beard and moustache - or be clean shaven.

The Prince of Wales had given a beard during a month-long tour of Northern Canada. He still sported the beard when he returned to Britain on Tuesday and had not shaved it off when he took part in two rehearsals for yesterday's ceremony.

But it is understood even the moustache will not last much longer. It is believed he will be clean shaven by the time he returns today to naval duties in Canada on the aircraft carrier Hermes.

Eight new grand knights were installed by the Queen at the ceremony. They were: Field-Marshal Sir Richard Hull; General Lord Lorne; General Sir Dudley Ward; Field-Marshal Sir Francis Plessey; Air Chief Marshal Sir Harry Broadhurst; Admiral Sir William Davis; Air Marshal Sir Ronald Iveland-Chapman; and Marshal of the RAF Sir Dermot Boyle.

Coal again main source of energy

FINANCIAL TIMES REPORTER

COAL took a greater share of total energy consumption than oil in March for the first time since 1970, according to the Department of Energy.

Energy Trends, the Department's monthly statistical bulletin, published to-day shows that coal consumption reached 14.2m. tons compared with oil consumption equivalent to 13.9m. tons.

This situation partly reflected increased use during March of coal for electricity generation and a corresponding drop in the use of oil in CEBG power stations. Another factor was the drop in oil deliveries from domestic coal and the general low level of demand for oil products.

Energy Trends also reveals that recruitment in the coal industry was higher during April than in any month since last August. After allowing for wastage, there was a net increase of over 1,100 men on colliery books. Coal stocks at power stations rose by more than 640,000 tons during April to a total of nearly 19.5m. tons.

Scots guerilla groups rebuked by SNP chief

MR. DONALD J. STEWART, MP

for the Western Isles and leader of the Scottish National Party, yesterday condemned strongly the activities of militant groups who set themselves up with the declared intention of securing self-government for Scotland by violent means. His statement came on the eve of the SNP national conference in Perth.

Referring to the recent Army of the Provisional Government (APG) "Tartan Army" trial, Mr. Stewart said in Stornoway it was significant that the convicted men had either long been expelled from the SNP or had terminated their membership.

Their actions, said Mr. Stewart, were worse than criminal since it was so completely unnecessary in view of the continued rapid expansion of support for the SNP.

He added: "This party has always been committed to scrupulous acceptance of the democratic and legal means of securing its aims, and over its entire existence any individual or group showing signs of wishing to go in other directions has always been promptly expelled."

Brookes urges reform of tax system

FINANCIAL TIMES REPORTER

A "RADICAL re-think" of the U.K. tax system, embracing not just PAYE or top tax rates, but including everything from local rates to proposed surtaxes on enterprises in the North Sea, was called for yesterday by Mr. Nigel Brookes, chairman of Trafalgar House Investments, the property and investment company which owns Cunard.

Addressing a meeting of the Marketing Society in London last night, Mr. Brookes - speaking as the chairman of one of our larger productive companies, a substantial taxpayer, and a wealthy character, had been speaking of the need for tax clarification, easing the burden on the middle classes and "helping the creators of wealth to operate with more effectiveness and confidence."

He maintained that the middle classes had "suffered appallingly" through inflation and progressive taxation "with the result that many promising

people in their thirties or forties who should now be facing greater responsibilities and achievements are fatally disheartened by the prospect of getting slowly and steadily poorer."

After pointing to the ten entirely new taxes introduced in the last few years - including capital gains tax, betterment levy and development gains tax - Mr. Brookes put forward three "positive suggestions" to rectify the situation.

First, was to simplify PAYE so people knew where they stood and were not unduly penalised from overtime earnings. Second, limit top individual tax rates to 60 per cent. And third to accept the present 30 per cent. capital gains tax to cover all other private transactions.

"I am sure there'll be no lack of people to tell us that it is impossible, but I don't believe it," Mr. Brookes commented.

Stonehouse asks Government to drop charges against him

MR. JOHN Stonehouse, the Labour MP now in Australia, said yesterday he had asked the British Government to drop its extradition charges of theft, fraud and forgery against him so he can voluntarily return to London to address the House of Commons.

His lawyer in Australia, Mr. James Patterson, contacted the British consul-general in Melbourne on Monday, he said, asking that the Government be informed that Mr. Stonehouse wanted to go back to Britain of his own accord and that he anticipated being arrested when he reached London.

In Melbourne it was thought that if the extradition charges were withdrawn Mr. Stonehouse would be willing to return as soon as possible and that he would raise no objection if two Scotland Yard fraud squad detectives, now in Melbourne on the extradition case, travelled back in the same plane.

In his constituency, North Walsall, his MP, Mr. John Stonehouse, said he was "preparing to go back to Britain" now.

He then alleged he was being prevented from returning to London by Scotland Yard which had "locked" him into a legal fight in the State of Victoria on the extradition case.

The legal battle against extradition by Mr. Stonehouse and his 28-year-old personal secretary, Mrs. Sheila Buckley, became even more complex as it moved into the Supreme Court of the State of Victoria without any immediate resolution. The case went before Supreme Court Judge Benjamin Dunn after Melbourne's chief stipendiary magistrate Mr. Cyril Thompson, on Monday adjourned the extradition hearing until Friday to allow defence lawyers to test his rulings against objections they raised on points of law.

The principal point at issue is whether the extradition warrants issued against Mr. Stonehouse and Mrs. Buckley by Sir Frank Milton, London's chief metropolitan magistrate, at Bow Street last week, were legally valid in the State of Victoria.

The defence lawyers contend that separate warrants should have been issued for each charge.

Big house-building expansion urged

THREE LABOUR MPs have written to the Prime Minister urging a big expansion of house building and improvement in both council and private sectors. This would provide homes for millions and jobs for building workers, say Mr. Frank Ailaun (Leeds East), Mr. Joe Dean (Leeds West) and Mr. Bob Edwards (Wolverhampton South-East).

letter to Mr. Wilson. They say this will not cause inflation, and that an unemployed building worker and his family cost £2,000 a year to keep.

They call for an additional Exchequer grant to keep council rents low and say surplus building society funds should be given to local authorities for mortgage guarantees. Councils should be allowed to requisition and let out some of the 750,000 empty flats and houses.

● If only a tenth of the empty houses in the country were occupied, the "immediate housing shortage would be solved and most of the associated misery dispelled," Mr. Oliver Davis, president of the Incorporated Society of Valuers and Auctioneers, said in London yesterday.

The House of Commons (Short Hold Tenancies) Bill introduced by Sir Brandon Rhys Williams, Tory MP for Kensington, would also help to curtail massive local government spending, he added.

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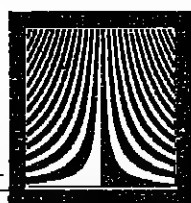
1974 RESULTS

Salient points from the statement by L. Wettern, Chairman

- Following an excellent year in 1973 the deterioration in the national economy adversely affected all the Company's businesses.
- Taxed profits of £98,559 were sufficient to cover dividends totalling £90,242 which were the maximum permitted by the Treasury.
- Taking into account the Extraordinary items after tax of £190,598 reserves remain at the substantial level of £1,500,000 and will be enhanced by the disposal of surplus assets.
- Trading operations have been adjusted to offset the effects of changes in the industry. We remain suppliers of building materials and ancillary products and development of distribution units is progressing. A further three units will be in operation in 1975.
- It is not timely to make a forecast in the uncertain atmosphere prevailing but the Company is in a stronger position to meet the challenge of survival and growth.

Comparative Results	1974	1973
Turnover	7,409,049	8,361,917
Group profit before taxation	207,466	657,695
Taxation	108,307	260,095
Final dividend per share	3.1457p	2.9835p
Making a total of	5.2128p (£87,594)	4.8010p (£80,675)
Earnings per share	5.7 pence	24.1 pence

Copies of the full Report and Accounts are obtainable from The Secretary, Wettern Brothers Limited, at the address below.
WETTERN HOUSE, DINGWALL ROAD, CROYDON CR9 2NY



The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCROETERS

STEELMAKING

U.K. engineers to design big Moroccan plant

PLANS FOR the setting up of Morocco's first steelmaking facility are now taking shape. SONASID, the national steel company, has appointed W. S. Atkins & Partners, of Epsom, Surrey (78 26140), as consulting engineer and it is planned that the plant will start operating in mid-1979.

It is believed that the 1m. tonnes per year plant will cost about £120m, and that consultancy fees earned by W. S. Atkins will be around £12m.

The consultant's role for this project has been divided into four main tasks, and work on the first of these—concerned with strategic planning and viability studies, and the preparation of the project prospectus—started a few days ago. A team from Atkins has already flown to Morocco to join SONASID staff and start investigations.

The second task, which starts in three months time, involves project design, obtaining tenders, selection of suppliers, and negotiation of contracts. The third task, concerned with detailed design, machinery delivery and construction of the complex, will begin in 1978, and the plant should be commissioned about

three years later. Atkins' fourth job concerns manning and operation of the works, and will involve recruitment and training of personnel. Atkins, as consultant to SONASID for the project, will assume overall responsibility for the consultancy work. It is believed, however, that a proportion of this work will be subcontracted to the French consulting organisation, SOFRESID, of Paris, which specialises in iron and steel projects.

Moroccan ores

When the workload reaches a climax in about three years time, it is expected that a 150-strong team of Atkins staff, together with their wives and families, will be based in Morocco.

Existing supplies of Moroccan pelleted ores will be used and supplemented by ores from other sources. After suitable preparation, including sintering, these ores will be reduced in a blast furnace. Alternative means of supplying coke to the plant will be analysed, including the possibility of coking an imported coal or processing a blend of

Moroccan anthracite and other materials.

The iron will be converted into steel in a two-vessel BOF shop associated with continuous casting machines for producing blooms and billets. There will be two mills for rolling long products, including rods, bars and light sections. Total output of finished products will approach 1m. tonnes per year.

Apart from handling and processing plant at the works, and handling facilities at the local port, the project will include general services such as energy and water supplies, power generation and distribution within the works, site road and rail facilities, laboratories, maintenance workshops and stores.

At present the company is consultant for the £300m. El Hadjar steel project in Algeria, and is working with the British Steel Corporation on a £180m. integrated steelworks in Mexico. It is also involved in planning for the steel industries in Venezuela and Bolivia.

In the U.K. it is working on the giant BSC Redcar development, and was in charge of the civil engineering design for the BSC Anchor project at Scunthorpe.

SECURITY

Shoplifting sets off alarm

ONE MONITOR box serves four co-axial cable security circuits of indefinite length in a system stated to be suitable for most types of retail store, introduced by Volumatic, Taurus House, Kingfield Road, Coventry CV6 5AS (0203 34217).

Called the Multiloop, it is intended to protect adjacent displays of high cost goods. The cable is supplied in two-metre lengths, of which any number can be used in each of the four loops. The solid state battery operated monitor produces a 100-dB alarm signal if any of the loops are disconnected or cut by a thief.

The alarm sounds for 15 seconds and will continue even if the thief reconnects the cable. After the alarm has sounded it automatically resets itself, so that goods elsewhere on the circuit are not at risk from an accomplice. A button on the monitor can be used to test the continuity of each circuit.

INSTRUMENTS

Accurate to one second a month

A HIGH-ACCURACY quartz chronometer, model 401 suitable for mains, mobile or portable use has been introduced by Electro Systems and Timing Company, 48, Robinson Road, High Wycombe, Bucks HP12 7BS (049481 4661).

Employing a 3 MHz quartz oscillator, the clock is claimed to be accurate to one second per month at indoor temperatures and only slightly less accurate (four seconds per week) between -5 and +45 degrees C. This is claimed to be superior to that obtainable by reference to mains frequency and to digital quartz wrist watches which commonly use a lower frequency more temperature-dependent crystal.

The display uses 0.5 in high light-emitting diode—seven digits. Versions are available for hours, minutes and seconds or hours and minutes only.

A self-contained nickel cadmium battery is optional and the units may also be operated from external batteries. Prices range from £31 to £57.

MACHINE TOOLS

More competition from Germany

RAMBOLD of West Germany is offering hydraulic precision small and medium batch autos directly on the British market, through an agreement with Henry Pels.

Camless, fully hydraulic program controlled, the three machines are equipped for bar feed and/or completely automated magazine feed with or without vibratory bowl feed equipment. If required, there is a semi-automatic version with manual loading for second operation work.

Features ensuring high repetitive work accuracy include precision main spindle bearings and a design of vertical turret incorporating a locator fork.

When turning material which does not chip-break readily, feed may be stuttered as often as necessary on hydraulic control to produce short chips.

Dead stops are provided on all slide positions. Program control may have a repeat cycle added, thus avoiding re-gauging the same time to obtain the same functions at different stop positions.

Working feeds/speeds of every turret tool can be programmed, and different feed/speeds for forward and return operations where desirable (operation for: roughing; operation for: finishing). Infinitely variable working speeds for all cross-

slides can be set separately. There is a deep-hole drilling attachment on which the number of chip-clearance—retraction strokes is infinitely variable via potentiometer.

Spindle reversing for cutting inside and outside 1½ and 2½ threads can be programmed for every tool location of the turret head.

If required, pneumatic instead of hydraulic actuation can be provided for smaller machines, and Rambold is prepared to design and make special purpose machines.

Henry Pels and Co., 33-38 Osney Street, London NW1 3NP, (01-587-4113), Rambold K. G. is at 7730 Vö-Villingen, W. Ger. many.

SERVICES

Sharp cut in mailing costs

SCHRODER Computer Services, the bureau subsidiary of J. Henry Schroder Wagg and Co., has completed installation of a direct mail system which is the most powerful general purpose system of its kind now available in Britain.

Supplied by the Swedish software house, Industriematematik AB, it has been extensively enhanced and modified for the European market, and the version implemented by Schroder Computer Services has been further modified to take account of the wider variety of address formats in the U.K.

A feature is that it caters for names and addresses incorporating post codes, and with old or new county names where these were changed as a result of the recent reorganisation of local government. Whatever the format of the name and address, it is possible to determine the correct postal rebate area so that users can obtain the maximum rebate applicable for the volume of their mailings.

With the recent increase in postal charges, this is a particularly important facility since postal rebates on large mailings can amount to £16.80 per thousand.

The system consists of four parts. The first of these, called "Namesave", is used for the maintenance of files of names and addresses. It provides the central part of the SCS service for clients who are using bureau facilities for the management of their lists on a regular basis. The second part is "Mailsave", and is used principally to eliminate duplicates within and

between files of names and run using simple mailing addresses. It can be used on all machinery than that required for continuous stationery.

The final part of the system is a general purpose language for the manipulation of records, containing names and addresses. In particular, it can be used to rearrange the information held in existing computer files, which is often a necessary part of the system can be employed, it can also be used to print records or index cards, or for the generation of tapes to produce microfilm or microfiche.

Schroder is a Group House, 319, High Holborn, London WC1V 7PB (01-242 7481).

eliminating the extensive paper work that usually flows to be generated to order, produce, service, and maintain a service.

IMIS also follows instruments of the need to put time and resources to work more effectively, supporting the service activity.

Honeywell's new service is offered from the regional offices in the U.K. and Ireland. Each office maintains a complete inventory of the needs specified by its customers, and each has a fully equipped workshop and test facility.

Further information on IMIS is available from Industrial Division Honeywell, Charles Square, Bricknell, Berks. 0644 4555.

COMPONENTS

Push button is piezo electric

FINGER PRESSURE of about 150 gms. is needed to operate a push-button switch from Siemens based on the piezo-electric effect. Main advantage according to the company is that, unlike some of the conductivity and capacitors available, the new unit is not sensitive to moisture and can be used outside.

The deformation involved is only about 0.5 of a micron and there are no moving parts in the accepted sense. The control panel can be part of a virtually rigid and hermetically sealed airtight surface.

In view of the definite minimum pressure to operate, the switch is not liable to accidental operation. Based on ferro-electric piezo-ceramics, the transducer is a thin foil moulded on to a transducer element which can be loaded on its front end and which is supported to prevent buckling. The very small cross-sectional area considerably increases the piezo voltage output for a given operating force. To prevent vibratory operation a low pass filter has been integrated into the structure.

The device, designated B 39 910, is likely to appear in difficult environment domestic devices such as washing machines and portable radio and television sets. Industrial equipment applications are also foreseen by the company, which is at Great West Road, Brentford, Middlesex (01 568 9133).

Adsorption filters

AN ACTIVATED carbon filter element of bonded fine powder carbon has been developed by Schumacher Filters, 99-71 Wilkinsons Street, Sheffield, S10 2GJ (0742 28103). It will be made to define pore sizes (for example, 10 microns) and is initially available as cylinders and discs to standard dimensions. Chemically resistant to many liquids and gases up to pH9, the maker suggests the filters open new possibilities for adsorption filtration. They can be used at temperatures up to 140 deg. C. their hardness permits dust free

POWER

Generator ready for emergencies

BASED ON the Ford 2712E 4-cylinder diesel engine close coupled to a Markon self-exciting, self-regulating alternator, the Wardpower 25 generating set will deliver 240/450 V for eight hours before refuelling.

This 25 kVA unit is equipped with mechanical governor, air filter, channel iron base and saddle mounted control panel which incorporates instrumentation and switching, and has a shut-down facility if low oil pressure or high water temperature occurs.

The set is made by the Machinery (Electrical) Division, The W. Ward, Albion Works, Sheffield S4 7UL (0742 26311).

By agreement between the Financial Times and the BBC, information from The Technical Page is available for use by the Corporation's External Services as source material for its overseas broadcasts.

AN AUTOMATIC wash for commercial vehicles has been developed by Wickham Industrial Equipment, Norton Road, Stevenage, Herts. (0438 4041).

Known as Jet Cleanse, it is stated to be capable of cleaning vehicles of all shapes and sizes using high-pressure water jets and a detergent called Pyro-cleane. One of the first installations has been at Hammersmith Council Transport Depot, where it is used for vehicles ranging from small vans to dust carts. Both moving gantry and static twin versions are available.

For washing, the vehicle drives between guide rails and a brief pause for the chemical to work on the dirt. The gantry carries out a rinsing pass using clean water from 36 oscillating jets. For a 30-foot vehicle, a complete wash takes about three minutes. In the static twin arch model, the washing arches are installed 10 feet further apart than the longest vehicle which is to be washed. As a vehicle approaches the first arch it breaks an ultrasonic beam which starts the pump. It drives slowly through the arch and the jets are stopped by the beam when the vehicle leaves. After remaining stationary a short time, to allow the chemical to work on the dirt, the vehicle drives through the second arch for rinsing. An underbody and wheel arch washer may be fitted with either of these models.

HEATING

Sun's energy collected by tube

TUBULAR EVACUATED solar collectors are now available for experimental and demonstration purposes from Corning Glass Works, New York, U.S.A.

The collector incorporates a selectively coated flat absorber plate housed in a high vacuum glass tube. Corning claims it is two to three times as efficient as conventional two-pane flat plate collectors in terms of delivered energy per unit of absorber area. Tracking is not necessary to achieve working temperatures as high as 550 to 300 degrees F with good efficiency, says the company.

It is stated to achieve this high performance by a design that significantly reduces thermal losses through convection, conduction and radiation, as well as optical losses (which occur as the radiant solar energy passes through the glass).

A "vacuum" head is used to withdraw heat from the tubes, which are evacuated in a vacuum of 10⁻⁵ torr, each tube is 18 in. long and 18 in. diameter, and more than 100 ft long depending on module configuration.

In large volume production, cost is expected to be about \$10 per square foot of absorber area. The current cost of the head is about \$100 per unit, but is expected to fall to about \$20 per unit.

The company's U.K. office is at 11, Cambridge House, Kensington Court, London W8 5NP.

Warming at the right spot

ONE OF the largest installations of overhead gas heaters in the country has been installed at the Sarnbury factory of Alcan Booth Structures.

Heating requirements at the factory, which is used for the production of aluminium structures, are met by a row of wall-mounted gas heaters.

These heaters, which are manually controlled, are operated by a single control system, and are able to switch on and off independently.

The heaters are now being used to heat the factory, which is used for the production of aluminium structures.

IMIS also follows instruments of the need to put time and resources to work more effectively, supporting the service activity. Honeywell's new service is offered from the regional offices in the U.K. and Ireland. Each office maintains a complete inventory of the needs specified by its customers, and each has a fully equipped workshop and test facility.

Further information on IMIS is available from Industrial Division Honeywell, Charles Square, Bricknell, Berks. 0644 4555.

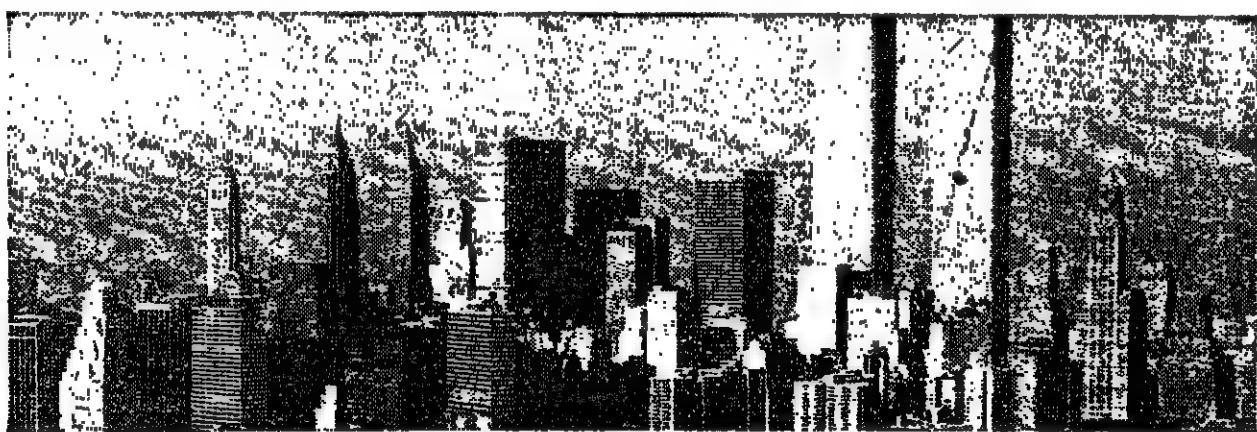
Breaks bale into fuel

BAGASSE IS the waste sugar cane discharged from the crushing plant. The waste is baled and stored until the following year, when it is used as steam raising fuel for cane sugar processing plant. For use as fuel the bale has to be broken manually.

Powell Baling Systems, 51 Helens, Lanes. (0744 24231), Dobson Park Industries company, has developed a bale breaker machine baling the waste cane has developed a bale breaker, a "hogger", with a throughput of over 6 tonnes/hour, taking single bales. It can accommodate bank of four for maximum controlled output.

The machine has a variable hydraulic feed control of 0 to 1 metres/minute, and this is linked to the breaker motor to ensure a controlled throughput. The first unit will be sent to a Tanzanian sugar processing plant in July.

The company, which also makes baling and loading plant for the waste paper and board reclamation industries, intends to use the bagasse breaker as conditioner on the bigger Fowle waste paper balers.



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FINANCIAL TIMES REPORT

Thursday May 29 1975

Jolly, in L10

DEMOLITION

Dominated by private companies which operate on a fairly small scale the demolition industry is at present going through a recession which, it is feared, could result in a number of closures.

The demands of new technologies have increased the need for more professional training.

Going through a bad patch

DEMOLITION IS dirty and dangerous. At the moment it is also depressed. Reflecting the prolonged recession in the construction industry, demolition contractors also report a downturn in demand.

Dr. Vincent Powell-Smith, secretary of the National Federation of Demolition Contractors, a body with 230 member companies which claims to represent 90 per cent. of the bona fide operators in the industry—describes the present situation as the worst post-war recession. "This is a cyclical industry but I do anticipate a greater number of bankruptcies than in the last downturn. We shall undoubtedly see the disappearance of a number of the smaller companies."

Demolition is an intriguing industry, somewhat difficult to define, and broadly embracing general demolition contractors, firms offering specialist techniques and civil engineering contractors who in the course of their activities will break up roads and other structures.

It is an industry dominated by private companies, specialist entrepreneurs who know the trade and operate on a fairly

small scale. According to the definitions used by the Department of Environment in a survey just published, there were 474 demolition contractors in 1973, of which only 15 employed more than 50 people and nearly 300 employed less than seven.

One of the largest and longest-established companies is Goodman Price, recently acquired by Mr. Paul Hatfield, a finance and property man. Mr. Ralph Price, the joint managing director, can testify to the skills necessary for demolition work as his company took care of the old London Bridge and the former Stock Exchange. The company has played a part in giving the City of London its present appearance and from 1926 to 1934 was responsible for taking down all the buildings within the perimeter wall of the main Bank of England.

Structure

The structure of the demolition industry has not changed in recent years and Mr. Price is convinced that the present pattern is likely to continue. He sees future growth coming from the expansion of established firms rather than any rationalisation or entry of new companies. "Demolition is an area for the specialist, not the big company," he says.

According to the Department of Environment statistics, turnover by demolition contractors mounted steadily from £1.3m. in 1968 to £1.9m. in 1970 before rising more rapidly to £3.4m. by 1973.

Increased activity in the early 1970s marked the boom years of property development. Town centre redevelopment schemes and the hectic pace of residential and commercial building

created a demand for the demolition expert who could move in and clear sites quickly. With high interest charges, time is money and this put the pressure on the demolition contractor who was also often called upon to operate in restricted areas and close to concentrations of population.

Though the demolition sector began to feel the draught from the rundown in construction in 1974, Dr. Powell-Smith says that it was not until the beginning of this year that the recession really began to take its toll. "We are feeling the effect of the cutback in public spending and the low level of building by both central and local government. A lot of people are now being laid off in the industry."

Despite the redundancies, Dr. Powell-Smith is optimistic that these men will not be lost completely to the industry. "They tend to be once a demolition man always a demolition man." Labour turnover tended to be caused by workers moving from company to company in search of higher earnings rather than moving outside the industry altogether.

A reflection of how much the market has turned down is the fact that medium to large sized companies are taking on small jobs they previously would not have considered. Such measures help to keep the workforce together but Dr. Powell-Smith is not optimistic about any improvement in demand for at least another 18 months. "There is no sign of any upturn and nothing to suggest that the situation will get better in the near future."

Though the current trading outlook may be gloomy, the industry has made important

advances towards raising standards and eliminating "cowboy" operators and lump labour.

The Federation itself has long been conscious of the need to prevent its membership suffering from the bad impression created by unqualified and inefficient operators. Applicants to join the Federation must have been carrying on business for at least five years, be able to supply good references and employ a sufficient nucleus of trained personnel.

Registration

This process was taken an important stage further last year when the Federation, in association with trade unions representing workers in the industry formed "the Demolition and Dismantling Industry Register." This is a system of voluntary registration under which contractors undertake to observe basic criteria, including the operation of an approved safety training scheme.

Already some 300 companies, representing around two-thirds of the 6,000 men employed in the industry, have registered and another 120 companies are under consideration. The scheme has also been given the stamp of official Government approval: Dr. Powell-Smith points out that Mr. Reg Freeson, the Minister of Housing, has recommended that local authorities and public bodies should confine the award of demolition contracts to members of the register.

The importance of providing good training for the workforce is also recognised by the industry and only in recent weeks agreement has been reached a

between the Federation and the Board about on-the-job training schemes.

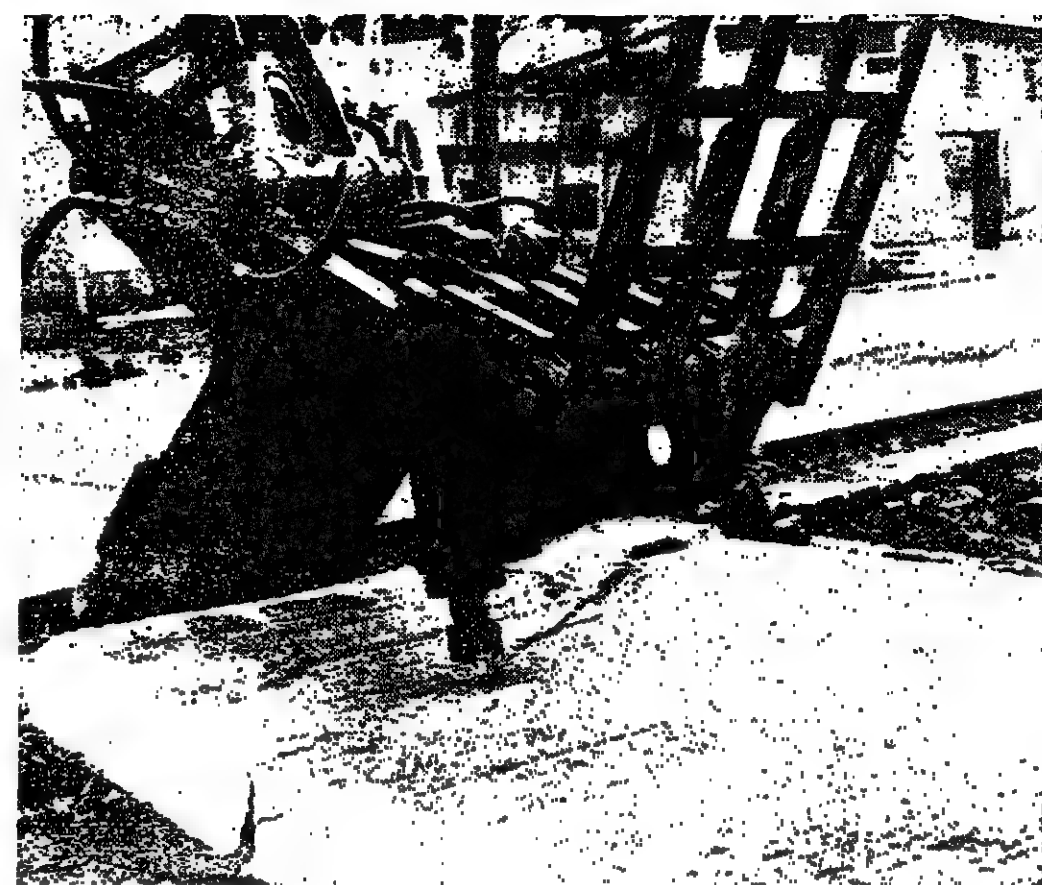
Another move to raise the status and the standards of the industry is the formation of an Institute of Demolition Engineers. This new body will provide a recognised technical qualification for senior personnel and reflect the fact that demolition requires highly skilled management and techniques.

Indeed the increasing sophistication of building techniques makes it more and more necessary for demolition contractors to have adequate professional training. Different skills and knowledge have to be applied in taking down prestressed concrete and composite structures Construction Industry Training as against traditional buildings.

But as construction becomes more complex, the case is strengthened for some sort of record to be kept about the designed of particular buildings. Contractors have suggested that microfilms of drawings should be stored and made available for reference. Another idea is that reinforced concrete or enclosed steel members should be marked in some way during construction to show the type, size and position of the reinforcement.

The search for new methods and equipment to make demolition both safer and more efficient continues. An important piece of new equipment for breaking concrete has been developed by the mechanical engineering division of the Building Research Establishment, ably quieter and would not damage underground services, hand implements and depends of an industry where: "Once a demolition man, always a

A market survey undertaken in support of the research project indicated that concrete breaking accounted for between a third and a half of all



"The Nibbler"—a quiet concrete breaker developed by the Building Research Establishment to conform with noise regulations and reduce damage to underground services.

materials demolished in the bending rather than striking. However, important as such advances in new machinery may require particular solutions, be much of the work of demolition is carried out with simple helps to explain the character of an industry where: "Once a demolition man, always a demolition man."

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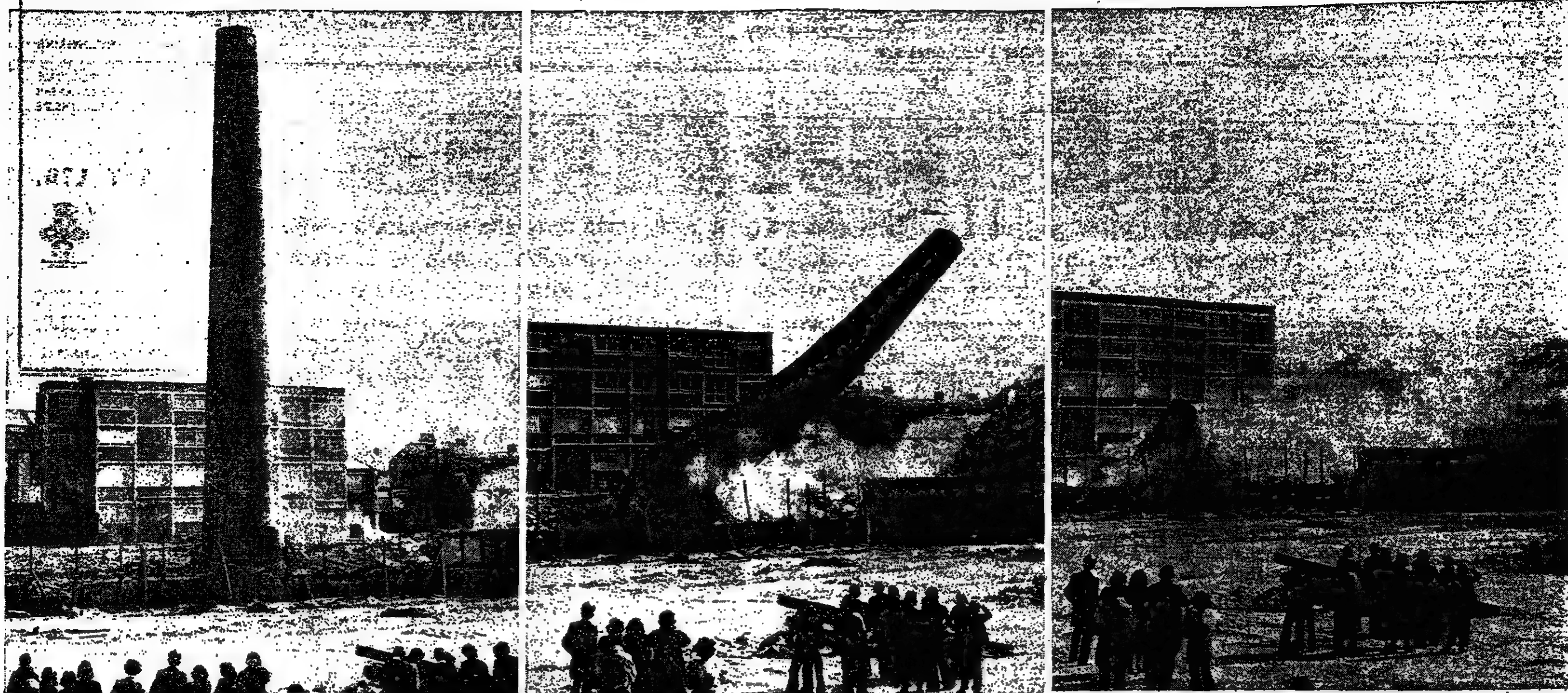
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DEMOLITION II



Controlled use of explosives by A. Ogden and Sons brings down a factory chimney at Crofield Mill, Liverpool, avoiding a canal, nearby buildings and numerous power cables.

With 84 fatalities in accidents in the demolition industry in the five years up to 1973, the Factory Inspectorate reports it is the most dangerous area under its control. "Cowboy" operators have come in for criticism and regulations are getting stricter.

Discouraging history of accidents

MORE THAN 3,450 accidents general and the demolition were reported and 84 men lost their lives in the demolition industry in the five years to 1973. Even accident statistics on this scale are regarded as a considerable understatement as many incidents go unrecorded. The "acute" problems of health and safety seriously, and

despite the increasing toughness of the inspectorate to those companies who do not, there is still an extraordinary and discouraging history of accidents that should not happen.

But while the chief inspector says that the incidence of accidents in construction is "significantly worse" than that for any other industry for which he is responsible, he also points out that the annual average incidence of fatalities in demolition is probably at least five times higher.

Fifteen men died in accidents associated with the demolition of buildings in 1973 and six of the incidents involved the premature collapse of the whole or part of the structure being taken down. The chief inspector stresses the importance of using the correct procedure when demolition is carried out by means of a deliberate collapse.

It is essential that the structure should be weakened in the correct manner and supported where necessary by temporary props or guys prior to demolition; then by means of a controlled sequence of operations it should be allowed to fall. The importance which must be attached to this particular aspect of demolition work can be judged from accident figures for the past three years which show that of the 44 men killed 17 deaths were due to premature collapse of a building.

Report

It was against the background of the particular safety problems that confront the demolition sector that a study was set up by the Joint Advisory Committee on Construction. A report from the sub-committee on which employers, trade unions and the Health and Safety Commission are represented is expected by the end of the year.

No major shift in policy is expected to be contained in the recommendations of the sub-

committee as important advances in training and safety are already being made.

Inevitably there is an inherent danger involved in demolition. Unlike factory production, work is carried out on thousands of different and changing sites and there is the temptation to rush a job. Whether from over-confidence or negligence a workman may not wear a safety harness or may not trouble to erect special chutes to carry away bricks taken from the top of a building. And even when every possible safety precaution has been taken, a moment's thoughtlessness can still result in a fatality.

What the National Federation of Demolition Contractors sees as a major breakthrough in its desire to curb the activities of "cowboy" operators and ensure safety standards is the

establishment last year of the demolition and dismantling industry register.

The system is operated in association with the trade unions and involves the voluntary registration of contractors to certain standards, including the operation of an approved training scheme. The Federation itself has been claiming strict membership qualifications for many years and has been engaged in demolition for at least five years and to provide references from clients to confirm their experience.

However, the new register should strengthen the case of reputable operators as the Federation reports that Mr. Reg Fresson, the Minister for Housing and Construction has recommended that bodies should "continue to ensure safety standards is the

the register. On the question of training, which is regarded as an important method of raising safety standards, the Federation has reached agreement with the Construction Industry Training Board on schemes which member companies should operate.

Some 80 inspectors are responsible for supervising the construction industry and it is made clear that the role of the inspectors is not purely restrictive. Advice is readily available to companies which are not clear about how they should advance safety standards.

Legislation

A further stimulus to a new look at safety methods is the new Health and Safety at Work Act. The legislation which came into force in April this year requires companies to produce a written safety policy and also formally places upon employers the responsibility for ensuring adequate training for the workforce.

An important new sanction given to the factories inspectorate under the Act is the

power to serve a prohibition notice on a company found to be in breach of safety regulations.

Even before the new legislation, companies were required to comply with the Factories Act of 1961 which lays down the conditions under which demolition should be carried out. Moreover, a code of practice for demolition was published in 1971, which with the backing of the trade unions, and safety organisations, set out how buildings should be taken down.

The Code is divided into five sections, the first dealing with recommendations of which methods should be adopted for various types of structures. The second section is related to procedures and advocates a detailed survey of the structure and a formal contract between the owner the demolition contractor. Safety and protective precautions are outlined in the third section while the fourth deals with several main techniques and the fifth with specific kinds of structures. Indeed the demolition industry is conscious of the fact that, while there is need for more action to ensure that adequate safety standards are upheld, progress is already being made towards giving the sector the respectability it deserves.

Arthur Smith

Traditionally an industry where the new man learns the ropes by the hard school of practical experience, there is a growing opinion that a more formal system of training should complement this first-hand education. Much has already been done in this direction.

Fresh approach to training

DEMOLITION HAS traditionally been one of those jobs learned by hard, practical experience, with boys of 16 taken from school and shown the ropes by those already in the business. This is certainly one of those businesses in which there is no replacement for first-hand experience, and this method of training has in the past provided the industry with a level of skill in the use of equipment and techniques that is of the highest order.

There have been those in the industry for some time, though, who have felt something more was needed in the way of training, something more formal. The realisation that the very style of the demolition business is likely to change in the future with the specialist demands of the new kinds of buildings, with even more skill being required of the demolishers and dismantlers, has brought this feeling to the forefront. The result is that after many years of operating the old system, a great deal has happened in the training field over the past 12 months.

Isolation

One of the obstacles to a more formal training system in the past has been the demolition industry's isolation. It has been a part of the building and civil engineering business that the authorities have tended to overlook. The relationship between the demolition industry and the Construction Industry Training Board, for instance, has been an unhappy one.

Talking of this past relationship, Peter Griffiths, President of the National Federation of Demolition Contractors and managing director of the

Charles Griffiths demolition company, says frankly that the CITB "had never done anything for us, never produced any special schemes geared to our requirements." But both parties have tried hard over the past 12 months, he says, and a good relationship has been established, with the CITB recognising something should be done, and the industry showing a willingness to co-operate on a scheme. The demolition industry is now represented on CITB committees and much has been achieved in a short time.

Once this relationship became established the fruits of it have been realised early. The demolition industry has now submitted its final scheme to the CITB and if, as they are expected to, they approve and give it the rubber stamp, Peter Griffiths confidently expects a formal training scheme to be operating within the year. The scheme is a mixture of safety training on the one hand, and methods and skills training on the other.

A major step forward, however, was made last September before this final scheme was very far advanced in the planning stage. The CITB Training Centre at Bircham Newton opened its doors to demolition students for the first time. Two sponsored students from the industry, one from Mr. Griffiths' own firm and one from J. and A. Contractors, started a two-year plant operator's course with the emphasis on plant used in the demolition industry. This pilot scheme will include on-the-job operating experience, something that will always be vital in training programmes for this industry. It is hoped that this idea can be broadened to include a wider range of subjects and, of course, more students from

more firms.

It is fundamental to the new training intentions of the industry that these two students will receive a diploma. Certification of almost any kind has been a notable lack in demolition for many years and it is now acknowledged that for all sorts of reasons—not least the new demands on the industry and the stricter health and safety regulations—most of the operatives on a demolition site should eventually be able to show some kind of certificate.

Certificate

It is hoped that each man will hold a certificate testifying to his skill across a whole range of plant and activities. Something like a driving licence for the various items of driven plant would be a step in this direction. Mr. Griffiths points out: "We regard this as essential for the safety of the men themselves, and for the safety of their fellow workmen and the general public." It is acknowledged, however, that full certification will take time.

The new relationship between the demolition industry and the CITB is also leading to something unusual in training methods in the building and civil engineering industry. Because there are problems attached to sending demolition workers off to a college on a day release—or, similar basis—a scheme has been worked out whereby CITB mobile training units will be taken to sites, allowing the men to stop work for an hour or so and receive specialist tuition on the spot. This is a concept suited to the conditions prevailing in the demolition industry, and although initially many of the

instructors will have to come from the demolition contractors themselves, it is hoped the new interest being taken by the CITB in demolition will lead them to take on their own specialists.

With an eye on the requirements of the future, the National Federation of Demolition Contractors has also been looking at ways of attracting qualified engineers to the industry in order to prepare for the new style of demolition. For the same sort of reason, discussions with the demolition industries of other countries have been taking place.

Also, since it is important that people outside the industry, but involved indirectly, have a better knowledge of the special problems, efforts have been made to sponsor and participate in the inclusion of demolition in the architectural studies of

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DEMOLITION III

The technology of the industry extends in the public mind to explosives and the crane and ball, but other techniques are used particularly those involving the hydraulic excavator. The need is to think of ways of demolishing buildings now going up.

New techniques

A HUGE brick chimney is to be demolished by a contractor using explosive. The presence of a television camera and an audience can almost be anticipated. There is something particularly fascinating in watching this tall structure bend, sway and break before landing in a cloud of dust and a sea of rubble in the position earmarked for it by a highly skilled demolition contractor.

That sight, together with the inevitable crane and ball, is how the average layman sees the demolition industry. Yet explosives and the ball and crane are just two of the means of equipment, and represent just two of the demolition methods, used in this often forgotten wing of the building and civil engineering industry.

In choosing his equipment and techniques of operation, the demolition contractor has over the years had to accustom himself to the requirements of an industry that tends to think of demolition as a job that ought to be over and done with quickly and should not add much to the overall cost of the building that will eventually occupy the site. Yet since demolition can very easily become a dangerous, noisy and dirty job, in an awkward location, perhaps surrounded closely by other new buildings and roads, a fairly scientific approach has to be made to the task and it cannot be disposed of in an afternoon.

Adapting

The demolition contractor has had to find ways over the years of meeting the demands of the construction business, while preserving his own reputation as a safe operator. He has had to do this by adapting plant manufactured for the building industry to his own needs. Very little is manufactured with demolition in mind.

The plant holding of a modern demolition contractor forms a large part of his capital expenditure. The demand for speed plus the shortage of labour made this necessary. A demolition site is full of plant, and the vehicles that carry away the debris are nowadays much larger than ever of a few years ago.

With this extensive use of plant the industry has been down eventually to a point where the safety, noise, and dust problems, in the case of really considered when they

of devices like the compressor and the pneumatic drill—familiar demolition tools—they have benefited from the general advance in silencing and muffling.

Of other equipment and techniques used, the crane and ball mentioned earlier is certainly common, and hydraulic excavators are now being used not just for basement clearance but for general demolition as well. This is done by adapting various attachments, such as a pusher arm for two or three-storey buildings, a rock breaker for demolishing heavy concrete and masonry, or a ripper for concrete slabs and roadways. Front-end loaders of one sort or another are also a must on a plant list.

Many demolition contractors believe that explosives are not used enough. They feel that explosives are not specified on some contracts where, if permitted, they would do the job safely, quickly and economically. Certainly the industry has acquired great skill in their use, and the example of the use of explosives to demolish high-rise buildings in the U.S.—even where close to other buildings—is worth examination. Apart from the chimneys already referred to, explosives are effective with concrete and reinforced concrete structures, brickwork, bridges, cooling towers, water towers, viaducts and many steel structures.

Hydraulic bursting is used extensively for mass concrete, and the thermic lance has a use in partial and specialised sectors, though it does not seem practical for total demolition of concrete and reinforced concrete structures.

The special problems of concrete in pre-stressed and post-tensioned form are of great concern to an industry which must consider the kind of demands to be made on it in the future. When the time comes to demolish some of the modern structures being built to-day, and that time will certainly come, quite different techniques will need to be adopted, and a new kind of expertise will have to be introduced by the contractor. The cost, too, must surely be very much more than that typical of a demolition task to-day.

How some of to-day's structures are going to be taken down eventually is a difficult question and one that was not really considered when they

were built. There are problems in buildings in which floors are suspended from above, and in industrialised building systems with inter-dependent floors. Apart from the superstructure, what of basements and foundations? Will they be left to be used again in adapted form or, if at all possible, will they be taken out? The question of logging also arises. It is vital for the safety of a demolition operation that the method of original construction is known. A demolition contractor going into the unknown can unwittingly cause dangerous situations, particularly in modern structures.

Professional

With all this in mind the industry, with the lead being taken by the National Federation of Demolition Contractors, has shown its concern by forming a Joint Liaison Committee to look into the problem and put forward proposals on methods and plant needs, as well as looking at possible legislative requirements. The committee, formed of construction industry members and professional bodies, has completed its investigations and produced a draft report. The final report is expected to be published soon.

This concern by the demolition industry for standards of work and safety in the future is consistent with the concern it displays for these factors to-day. The Demolition Industry Conciliation Board has been established, for instance, to deal with the problems caused by hump labour. Registration is open to bona fide contractors willing to observe basic criteria. All sides of the industry are represented on the Board, and the Government has just shown its recognition of the scheme by barring non-members from public sector contracts.

With the problems of the dangers to the demolition workforce and the general public in the presence of falling masonry and heavy plant together with the noise and dust problems, the industry's activities to ensure that only the genuinely skilled are involved in the work is an important aspect, quite apart from the now much tougher powers of the new Health and Safety at Work Act. The demolition industry's aim is to continue to look at new techniques and items of equipment applicable to demolition

work, with new forms of structures particularly in mind, and with safety and environmental constraints, quite apart from economic ones, always being considered.

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Advertising and ...

Criticism explodes

BY ANTONY THORNCROFT

THE advertising campaign by the Advertising Standards Authority, which is designed to alert the public that there is a body which will investigate any complaints they may have about advertisements, has already resulted in a tenfold increase in complaints since it started on April 1.

In the first month of the advertising over 650 complaints were received, and the enlarged team of ASA investigators is taking up the criticised advertisements with agencies.

In future the ASA will issue a monthly report on its activities, but the first such monthly study, released this week, does not reflect the extra work because most of the objections are still being researched. So just 54 cases are examined, with the majority, 39, concerned as usual with mail order.

The 21 complaints about display advertisements of which twelve were upheld by the ASA, contain which point to a misleadingly tough attitude the ASA is taking on tobacco advertising, even though the new strengthened code of practice in this area has yet to be published.

There were two complaints about an advertisement for Embassy cigarettes (extra mild), showing them juxtapositioned against wholesome country foods. The ASA copy panel was unanimous in thinking there was a misleading impression of comparative wholesomeness. Agency Masius Wynon-Williams will have to withdraw the advertisement.

Some of the other complaints show that you cannot be too careful. Kirkwoods has had to change an ad for Asahi Pentax cameras which claimed that 99.3 per cent of light is transmitted through the lens on to film. It should be nearer 87 per cent.

Bentley & Boys was pulled up for saying in an ad for Jaguar cars that "one of the smallest costs incurred in running any car is petrol." However, Vernons and Renault were able to justify petrol claims quoted in a testimonial.

"DALEK'S DEATH RAY," the chocolate and mint lolly launched by Lintas for Walls, is now the biggest selling lolly in Walls' range and the sales plan has been more than doubled. Later in the ice-cream season a national promotion is planned in which several "liferize" Daleks can be won.

Other Walls promotions, devised by Lintas, include "Riddistics" with a prize fund of ten bicycles to be won, and a promotion on pack for the "Superspy" lolly to win an invisible-writing secret agent message pen.

Bad news for ITV

BY ANTONY THORNCROFT

THE blank ITV screens this week are a bad psychological blow for the commercial television companies, who managed a hopeful 24 per cent rise in advertising revenue in April, compared with April, 1974, and have also done quite well in May so far, with a 13 per cent gain.

As always on such occasions some of the frustrated advertising for daily newspapers or short-term retailer promotions will be irretrievably lost to television. The ITV companies are dropping £800,000 a day in the revenue, and if the dispute is settled this week perhaps 80 per cent or more of this money will be re-invested on television, but the longer it continues the greater the cash which will go back to help advertisers.

But at least the summer months are always a quiet time for ITV, and there are still high hopes that, labour relations willing, demand in the autumn might be good. The fact remains that profit levels are slim, especially for the smaller, regional, contractors, and the expected cost savings on programmes could lead to lower ITV ratings and disgruntled advertisers. Unfortunately at this difficult time a report has emerged which casts a shadow over the long-term future of ITV.

In a television revenue forecast study, prepared by Ogilvy Benson and Mather, in conjunction with John Eaton of the London Business School, the main conclusion is that the probable economic conditions of the next few years, it is unlikely there will be enough advertising money to keep the present ITV service going because costs are rising far more rapidly than income.

The forecast is that while net annual advertising revenue by the end of 1977 will have risen to £175m, compared with the current £150m, it will be worth less than £75m at 1969 prices. In other words the ITV contractors will have, in real terms, only three-quarters of the income that they had in 1968—the first full year of the present contracts.

The study further indicates that 1974 was not quite the break year people in commercial television like to believe. Based

solely on data from the period 1968-1973, television advertising in 1974 was predicted by the commercial television companies to within 4 per cent of the actual figure, 74 look suspiciously like the term for the remainder of the rather than the odd year out.

The study describes construction of an econo model to forecast television advertising revenue using a revised economic data. The model will be irretrievably lost to television. The ITV companies are dropping £800,000 a day in the revenue, and if the dispute is settled this week perhaps 80 per cent or more of this money will be re-invested on television, but the longer it continues the greater the cash which will go back to help advertisers.

One obvious way to increase revenue is to further increase advertising rates. The study deals with the relationship between demand and price and concludes that there is no evidence that an increase in price as such does anything to increase advertising spend. Indeed in a weak demand situation an increase in price does not always mean an increase in price. Thus last autumn were some 14 per cent up on the previous year but the study shows that, at the same time, the final selling price remained about the same.

The study states that ITV contractors believe (and it is a view most advertising agencies tacitly share) that the price of advertising is too low and were it raised advertising budgets would increase. There is some basis in this. The study shows that since 1968 the price of television advertising has risen by 35 per cent, while the retail price index rose by the 57 per cent. A year from now the study predicts the price of television advertising will have risen 68 per cent, over 1968 levels—but the retail price index will have risen 121 per cent. The study, however, gives no indication that a rise in the price of advertising will cause advertisers to spend more, and last year's experience tends to confirm this.

That baby products is a growth market is rapidly becoming a marketing cliché. And now Gerber, the American baby foods concern, is extending its interest in British babies from feeding them to clothing them—partially at least.

Since last October the company has distributed a range of 11 American manufactured items to 30 selected Scottish stores and from June 9 the goods will be on test in the Lancashire area as well as in the odd store further south. The items are basically low unit price, or vinyl goods, packed for impulse purchase from supermarkets.

"They are the sort of items mothers would not consider it worth making a trip for," says the British Gerber. The original list of 11 included goods such as socks, bibs, vinyl pants, vests all for the child under two.

The original list has been pruned down to seven items and the vinyl goods do better than the cotton—for Gerber's journey down south but, as up north, they will not be promoted. The company is concentrating on the larger outlets and has developed a special display rack which can be fitted over the baby foods fixtures in supermarkets.

Gerber U.S. has a turnover of some £5-6m. In this its most successful non-food diversification, and Boots in Britain estimates that the baby products and clothing market taking the age up to four, is worth around £300m. annually. The fourteen month old Babyboots venture is extra lines and a selected range now in 140 big Boots shops and the company intends to extend by the autumn of this year.

Meanwhile Mothercare, whose annual report for the year ending last March has just appeared showing sales of £250m and after tax profits of £25m, is not resting on its laurels.

Last week Mothercare announced that it was extending its age grouping yet again, the slogan will now be rewritten to "special display rack which can be fitted over the baby foods fixtures in supermarkets."

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For salesmen in London they are interesting in high-pitched lighting the industrial geography of London, suggesting that 300 seven inch to the mile map. Each factory is colour keyed to A.T.

MARKET Location, the company one of ten industrial classifications, which produces detailed, and rather pretty, maps showing the location of major industrial customers, is starting to hire out its maps. It is now possible to rent for £25 a month the set of four Greater London volumes, which would cost £315 to buy.

MARKET Location is relying on the fact that its clients are not copying the maps and returning the volumes after a month. As an incentive to constant use and now seems to be expanding sales with maps of the Birmingham, £14.50 price range, and there is a constant up-dating service. For an outsider the maps are interesting in high-pitched lighting the industrial geography of London, suggesting that 300 seven inch to the mile map. Each factory is colour keyed to A.T.

Marketing/Promotion Executive aged 42, with Cambridge economics degree would like to put his considerable energy and expertise to effective use within an international company.

His main strengths lie in the formulation of creative advertising, entrepreneurial marketing and top-level presentations—especially when related to publishing or the motor industry.

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Please write to Box E5960, Financial Times, 10, Cannon Street, London EC4P 4BY.

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The Marketing Scene

Godson tops Waseys

WASEY CAMPBELL-EWALD'S managing director, Colin Godson, has been elected to the agency's new post of Chief Executive Officer. He will also be managing director of the agency's new subsidiary, Wasey Campbell-Ewald Ltd, which is part of the Interpublic Group of Companies. Godson, who has been with the agency since 1968, will be responsible for the overall management of the agency and its subsidiaries. He will also be responsible for the overall management of the agency's advertising business. Godson's appointment is a significant move for the agency, as it marks the first time that a managing director has been elected to the post of Chief Executive Officer. Godson's appointment is a significant move for the agency, as it marks the first time that a managing director has been elected to the post of Chief Executive Officer.

Advertising agencies will have to develop a new relationship with advertisers argues RONNIE KIRKWOOD, of the Kirkwood Company.

A new image needed from the agencies



Ronnie Kirkwood who five years ago helped to form the Kirkwood Company which now has billings of £5m.

IN THE lean years that we are currently experiencing — and will probably continue to experience for some while yet — the marketing manager is finding it increasingly difficult to devote enough of his time to long-term planning.

As a consequence, it seems highly probable that he has a correspondingly smaller amount of time to devote to that part of his job that he needs to think of as being one of his prime responsibilities — advertising.

It is this, then, that raises the question of what he is going to do about it, and the further question of how his decision will influence future relationships between himself, his marketing department and his advertising agency.

He might, for example, decide that the best solution to the problem would be to lean heavily on his agency for support. He might equally well decide, however, to pursue the route of greater self-sufficiency, buying what he needs from a variety of outside suppliers while at the same time strengthening his own internal resources. He might decide to go so far as to set up his own in-house agency.

will expect them to be willing to short-circuit the normal chain of communications. The gap between the real decision makers in both companies will need to be considerably shorter because important decisions will need to be taken that much faster.

Gone are the days when, at middle management level, agency and client could spend weeks or even months happily adding with advertising proposals. Senior management on both sides will be encouraging fewer meetings, shorter meetings and more decisive meetings. Certainly on the agency side, with year by year fewer people remaining in employment, management will be looking for more productivity per employee; and the same will probably be true of marketing companies. Marketing managers will be wanting their product managers to concentrate their attention on brand strategies, and will discourage them from wasting valuable time in chasing the agency, checking on accuracy and immersing themselves in detail.

Gone, too, are the days when management was content to wait for several months while massive research projects were being planned, analysed, documented and digested. Today, the need is to keep a constant finger on the pulse rate of a market, rather than submit a market to an exhaustive examination once every two or three years. That pulse rate can speed up, or slow down, within a remarkably short space of time — it can even stop altogether without anyone noticing until Nielsen draws it to someone's attention. The agency must get closer to the consumer than it has ever been before, and develop new working procedures that provide greater flexibility when confronted with either a problem or an opportunity.

A sign of the times we are living in is the growing reluctance of advertisers to commit money very far in advance — in some cases, perhaps no more than 30 days ahead. Economic conditions are forcing advertisers to make shorter and shorter spending commitments, and to demand the flexibility to alter their plans at the last minute if prevailing circumstances indicate that it should be done. This is going to affect every aspect of an agency's relationships with its clients, and it is going to present a particular challenge to the agency's media people who must be ready to commit or to

cancel at almost a moment's notice.

Agencies could, however, help themselves — and their clients — if they refused to let the dreaded spectre of that final quarter precipitate them into spending as much of the annual appropriation as they can possibly get away in the first six months. If they could steady their nerves sufficiently to put their clients' interests before their own, they could probably find a method of planning that would safeguard both sets of interests. The aim should be to provide a client with the financial flexibility that he increasingly needs, while at the same time ensuring base line continuity of advertising presence, even in the face of ultimate cutbacks. A possible solution would be to establish the minimum level of expenditure below which it would at any time be dangerous to fall, and then to build on top of that with a number of "blocks" of money, to the extent that the hoped for budget would permit. Then, if the time came when the carefully laid plan had to be taken apart, it could be taken apart starting from the top, thereby avoiding the sudden chopping off of a whole quarter's advertising and the loss of continuity.

It is in areas such as this that the partnership bond will be put to the acid test because, implicit in my proposal, is an assumption that the marketing manager would compensate his agency for any shortfall in its income by publicising its proposals. To-day, the total marketing budget must be more realistically thought of as representing a series of strategic decisions by which available funds are allocated on a highly selective basis. The marketing manager should feel able to discuss the allocation of those funds freely and frankly with his agency or agencies. When total marketing budgets start to shrink, it is usually right to concentrate such funds as are available behind those products that contribute to most profit, or are the most responsive to advertising, rather than to impose uniform budget cuts across the board, which is liable to reduce all products to invisible levels. Here again, the marketing manager should feel able to seek his agency's counsel as to which products should continue to receive advertising support, which should now be price promoted, which should receive support only below the line, and which might survive without support of any kind for a while.

The marketing manager knows better than anyone else that, as the going gets tougher, so he has to fight harder each year for his budgets. His own Board needs to be convinced each year that advertising will justify its cost in relation to corporate profit objectives, and it probably needs convincing at regular intervals throughout the year that to cut back on advertising would be to invite disaster.

This year, and next, the going looks like being especially tough, and the marketing manager needs all the help he can get from his agency in putting the case for spending money on advertising to his Board. Neither he nor they will be impressed by more by theoretical arguments, or by vague stories about what happened to other well-known companies when they cut back on advertising or suspended it altogether. What the marketing manager is looking for now is concrete evidence that advertising will justify its expense; but evidence that is specific to his company's markets, to his company's products, and to his company's advertising.

How can the agency convince the marketing manager that it has, in fact, come up with the right solution, and that the campaign is as recommended? Indeed the best? Firstly, by coming up with more than one solution, and demonstrating that one is better than the rest; secondly, by putting it to the test.

Agencies will not thank me for publicly suggesting that they should add to the workload of their already diminished and overworked staff. But it must be in everybody's interest to make certain that whatever sum of money is available is put behind the best advertising — and you cannot be sure you have the best until you have examined all the alternatives.

When it comes to putting advertising to the test, both agencies and clients are often curiously ambivalent in their attitudes towards research, frequently admitting that they ought to do more of it, while at the same time expressing the gravest doubts as to the usefulness of the information it will provide. Those agencies who say that they do not believe in advertisement research, and those marketing companies who do not practise it, are exposing themselves to unnecessary risk. In today's business climate, even the slightest evidence is better than none, and both agency and client must re-examine their research habits.

Marketing managers, who are having to look at costs of every kind with a cold and scrupulous eye, will probably decide that an increase in charges for research will not, however, be nearly so tolerable of increases in charges for advertisement production, and will be insisting that their agencies become much tougher back on advertising would be to invite disaster.

In the future, agencies are going to be held more fully accountable for every penny they spend, and it could well be that more advertisers will adopt the practice of asking their agencies for an annual stewardship report. This should be welcome, rather than resisted by agencies; but they should position it to the marketing manager as an opportunity to explain what they are trying to do, and what they are achieving, to the senior management of the client company, instead of to him personally.

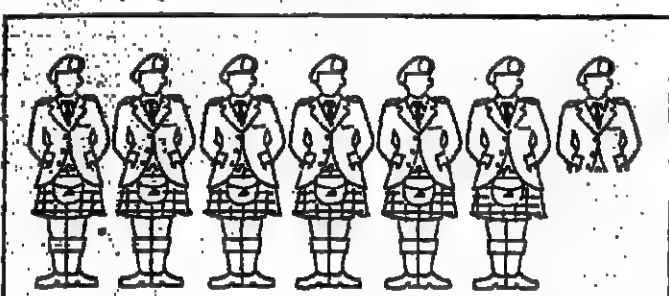
Ethics

Among the many other problems facing the marketing manager to-day, there is one that is relatively new but rapidly growing in importance and therefore likely to take an increasing amount of his time and attention. That problem is the responsibility for ensuring that not only does his advertising satisfy his own brand requirements — it also satisfies a number of other people's requirements, which are more to do with ethics and with politics than with commerce. Regardless of who he is aiming his advertising at, it is also going to be seen by consumer protectionists, conservationists, lawyers, journalists, broadcasters, politicians and Ministers of the Crown. It is going to be seen, and judged with an increasingly critical eye by people who are, for the most part, already sceptical, and it must be able to stand up to the most prejudiced kind of scrutiny. There is much that needs to be done and the harassed marketing manager will be leaning heavily on his equally harassed counterpart in the agency — his account executive.

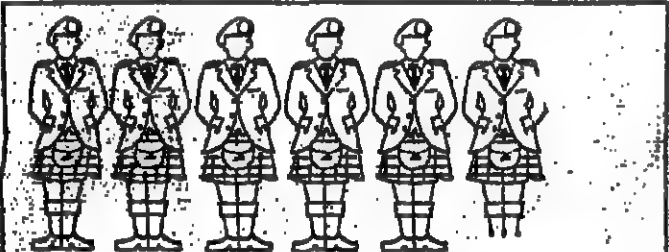
He has, to some extent, been overshadowed in recent years by the glamorous halo surrounding the brilliant specialist; but now we need the brilliant generalist as we have never needed him before. 1975 could be the year that marks the recognition of the really great account executive as being the key figure in the new agency/client relationship, and the strengthening of the partnership bond.

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Daily Record SUNDAY mail

All levels

Whichever way he decides, his decision will have a significant effect on established agency/client relationships on both sides, and at all levels; and within the agency, it will stimulate a degree of re-examination and re-appraisal of its procedures that will almost certainly lead to a degree of re-organisation.

Assuming that he chooses the first course of action, what will the marketing manager now require of his agency, and will the agency be sufficiently responsive and flexible to be able to meet his new requirements?

One thing he is almost certainly going to want in the future is more ready access, when he needs it, to the top people in his agency — those with the best minds and the most experience. Equally, he will want those people to go directly to him when they feel it necessary, and he

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Scotland tunes in

BY ANTONY THORNCROFT

FURTHER support for the theory that commercial radio has established very firm roots in provincial cities is forthcoming in the RSGB surveys into listenership in Edinburgh and Glasgow, supplied by Radio Forth and Clyde respectively. The data suggests that during each week 64 per cent of the adults in Glasgow listen to Clyde, making it the most popular radio station in the city. The figure is about the same as over the year. This is going to affect every aspect of an agency's relationships with its clients, and it is going to present a particular challenge to the agency's media people who must be ready to commit or to

on January 22, is also encouraging, with a 46 per cent listenership in the primary VHF area, as against 34 per cent, for Radio One and 34 per cent, for Radio Two. Between 6 a.m. and 9 a.m. in the morning 5 per cent of the adult population is listening to Forth, giving it, with discounts, a cost per thousand of under 20p. Between 9 a.m. and 1 p.m. the audience grows to 8 per cent. Radio Clyde can improve on this, with a 10 per cent listenership during the morning peak hours.

The good market for commercial radio in Scotland is already reflected in advertising revenue. Radio Forth expects to attract £500,000 in 1975 (as against £300,000), and Radio Clyde is looking for over £1m, after a good first six months which brought in almost £500,000, with the best months, hopefully, to come.

The two stations are above target, and hope that the joint audience research will encourage advertisers to buy time on both, and thereby reach 80 per cent of Scotland's population. It is noticeable that the stations have a bias towards national rather than local advertisers.

First steps in France

JOHN MCCORMICK Marketing Associates, the research company which created great interest with its survey of what the top grocery buyers thought of major manufacturers, is exporting this service to France. It is asking the same questions of the 20 leading buying organisations who represent two-thirds of the £10,000m. French grocery market, which is obviously more dominated than the U.K. by the big battalions. The company is talking to prospective clients who will mainly be British companies with substantial sales in France. The reports should be back with the companies at the start of the French marketing year — in September, and the Department of Trade and Industry will subsidise some of the cost in its aid for export research scheme. Later in the year JMA will be researching the markets for consumer products in six leading Middle East countries. With a projected surplus for OPEC members by 1980 of around \$300bn, there should be great potential for British manufacturers, as the data are designed to provide a picture of the market now.

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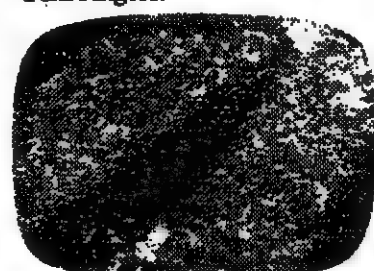


Henry Oliver, 12-14 Windmill St, London W1. Tel: 01-589 6976

How Lintas hoisted sales with Captain Birds Eye.



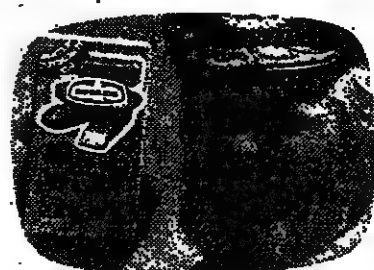
"Ahoi there mateys. Cap'n Birds Eye's back in port. I've been combing the seven seas to find you plump, sea fresh cod. Good enough for your Birds Eye Fish Fingers."



Look mums. Inside them golden crumbs it's all juicy white cod and no other fish.



Now there's a few fish fingers you couldn't say that of. So give 'em Birds Eye Cod Fish Fingers. Eh shipmates?



They're the ones!"

Read the commercial above. Then say to yourself, "By bringing back Captain Birds Eye with commercials like this, Lintas effectively relaunched Birds Eye Fish Fingers and firmly established them on an upward sales trend." Because that's exactly what happened. Won't you come aboard our salesmanship?

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THURSDAY, MAY 23, 1975

The need for a dialogue

DR. KISSINGER has come to Paris. He has promised a greater degree of flexibility in U.S. approaches to the international problems of energy. And he has urged yet again the need for greater determination and co-operation amongst the consumers to meet the crisis. What he and his colleagues in the OECD club of industrialised nations have so far singularly failed to do is to come up with really positive and united proposals for what should be done about a dialogue with the producers and the pressing financial and economic problems associated with the oil price rise.

Transfer of wealth

In the eighteen months since the producers shook the world by first doubling and then doubling again the price of oil in 1973, no-one could say that the nations of the world, producer or consumer, have used the time wisely or well. The issues have remained as clear as ever: how far should the oil price be regarded as a real transfer of wealth between producer and consumer and how far a temporary one? Is oil unique in world trade or have the events in this sector heralded a much broader movement of relevance to other commodities as well? Is the energy crisis a real crisis of resources or an artificial crisis of cartel power among a small body of oil-rich states? But then the answers have equally seemed as far away as ever.

Alternatives to oil have receded in time and dramatically increased in cost. Political determination to tackle energy policies even at national level have been more obvious in words than in actions. The consumers have failed to reconcile their differences on the subject, just as the producers have so far failed to evolve any coherent policy towards the broader aspects of financial and political responsibility inherent in their position.

The Paris meeting of producers, consumers and third world representatives last April failed partly because it was premature—a victim of French diplomatic ambitions

and Algerian and U.S. intransigence. But it also failed for the perfectly good reason that few of the parties concerned really knew what they wanted out of the meeting other than a forum of debate. If the consumers showed that they still had to decide whether to take the oil crisis seriously or whether to leave its solution to the vagaries of the market place, the producers still displayed uncertainty as to whether they were leading a third world revolution involving a real transfer of wealth on all fronts or whether they were seeking to become part of the industrialised world through the age-old weapon of price and supply.

One may or may not sympathise with the idea of creating agreed price structures for all commodities, but Dr. Kissinger is undoubtedly right in arguing that oil is the central problem, that its ramifications are unique and that there is much in the present situation which demands concerted action by the consumers in their own territory just as there is much that has to be considered by the producers on their side.

Problem of to-day

But that is not to say that the only alternative to grand summits is total inaction. The trouble with the political stagnation of the last year and more is that it has achieved almost nothing. The problem of to-day is that something must be achieved if the field is not to be given over to the impatient action of individual countries to raise prices unilaterally or to seek special deals on their own. Eighteen months of stalemate should have taught the consumers that the OPEC "cartel" cannot be broken by the marketplace on its own, that the power of the producers is likely to grow rather than weaken over the future and that they have desires to exercise that power which can no longer be ignored. Eighteen months of high inflation and world economic recession should have taught the producers that the oil weapon cannot be wielded without regard to the world economy in which oil plays so vital a part.

First think of any number

THE major economic issues of the moment, so far as the average voter is concerned, are the steep rise in the cost of living and the upward trend in the level of unemployment. Those who are campaigning against British membership of the EEC have undoubtedly had considerable success in persuading many people to believe, in the face of the statistical facts, that the rise in food prices over the past couple of years has not only coincided with but has actually been caused by membership of the Common Market. With this success behind them, it is not surprising that they should now go on to argue that the recent increase in the level of unemployment in this country is similarly a result of entry into the EEC.

Mr. Wedgwood Benn gave this particular ball a hefty kick-off with his estimate that EEC membership had caused a deterioration in the trade balance equivalent to the loss of 500,000 jobs. Mr. Roy Jenkins has been criticised for rejoicing that he could no longer take Mr. Benn seriously as an economics Minister and for referring to his statistical technique as one in which one first thought of a number and then doubled it.

Universal scapegoat

Yet Mr. Jenkins now appears to have been even more accurate than he himself can have suspected in his description of the Benn-type approach to statistical evidence. Yesterday Mr. Michael Meacher took the stand for the anti-marketisers. By pointing out that jobs could be lost through a net outward flow of direct capital investment as well as by a trade deficit, and by doing sums with the recent flow of investment between the U.K. and the rest of the EEC at a rate of £3,000 per job, he came to the conclusion that, on top of Mr. Benn's 500,000 jobs, the country had lost at least another 200,000 whole country became involved and probably "far more than a

quarter of a million" jobs as a result of joining the Community. It hardly seems worth listing all the actual and possible fallacies in Mr. Meacher's reasoning. But critics of Mr. Jenkins should note that "far more than a quarter of a million" lost jobs have now been added to Mr. Benn's round half-million. Apart from being largely responsible for the rise in food prices, therefore, membership of the Community is now to be made wholly responsible for the existence of any unemployment in this country.

It may be said that this sort of statistical legerdemain is a traditional feature of election campaigning in this country and that the electorate is unlikely to be much swayed by it one way or the other. That is too complacent a view. First, although the electorate may not be ready or able to follow the details of the statistical play, it must tend to weaken still further their fragile faith not only in the usefulness of statistics but in the honesty of politicians. Second, it may succeed, as the myth about food prices has undoubtedly succeeded, in convincing a number of voters that there is some simple, simple explanation of our economic ills and that experience has provided a justification for xenophobia.

Third, by establishing a direct connection between the issue of EEC membership and the long-standing division inside the Labour Party between those who seek to humanise and those who seek to overthrow the mixed economy, it threatens to leave Labour not only deeply but openly divided on economic policy after the referendum, whatever its outcome. Since the Opposition is already in a state of disarray, the political outlook is particularly gloomy at a time when the strong political leadership is particularly needed. Mr. Wilson may regret that he did not change his Ministers before the last lost at least another 200,000 whole country became involved and probably "far more than a

So far, Brussels has not objected to any British industrial rescues: but it could do so. By Colindones

Reading the EEC rulebook on State aids to industry

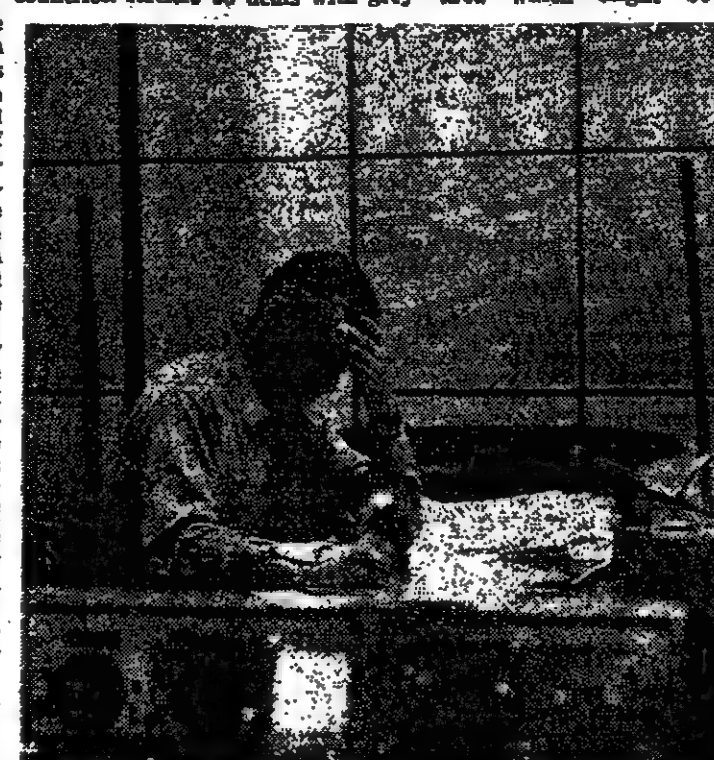


ministry might make to the crisis than in a period of boom. Government's freedom of action in these fields.

On State aids, first of all, the Treaty of Rome is quite explicit. Article 92 states that any form of Government assistance which distorts or threatens to distort competition by favouring certain undertakings or the production of certain goods is incompatible with the Common Market to the extent that it affects trade between member countries. Article 93 deals with

these aids are designed to promote, or fit in with, other Community objectives. The latest example of this is environmental protection, where the Commission has been endeavouring to encourage member States to adopt the principle of "making the polluter pay"—a concept which formed the basis of Britain's Clean Air Act in the 1950s. The Commission has recognised that Governments will want to ease the transitional financial costs of this pro-

cedure. The four key points are: (1) member States are required to tell the Commission what they intend to do before they do it (unless the proposed action is of a kind which has been exempted from the notification procedure by the Council under Article 94); (2) the Commission can by itself decide whether a proposed scheme is compatible with the Treaty; (3) the Commission or any member State can appeal to the European Court in Luxembourg in the event of an unresolved difference of opinion; and (4) the Council by unanimous vote and on the application of one of its members can usurp the Commission's powers by deciding that a scheme is justified by exceptional circumstances.



Mr. Anthony Wedgwood Benn prepares for a BBC radio phone-in on the referendum: on the issue of the authority of the European Commission over State aids to industry he may have chosen his words with care, but some of his fellow anti-marketisers have not been so fastidious.

thought to exist about which aid schemes might or might not be acceptable.

It is clear, in the first place, that national interests still have a major influence over the development of a Community-wide approach to regional and sectoral aid programmes. These two categories of aid were generally exempted by the Treaty but there was little political pressure for a common policy on regional aids until the late 1960's when increasing concern began to be expressed about the "self-defeating nature" of competitive bidding by member countries for footloose industrial investment. And it was not until the concluding stage of the British re-negotiation earlier this year that agreement was reached on a common set of guidelines for aid to peripheral areas as well as to central areas. As it happens, these guidelines were broad enough to encompass current U.K. regional aids, including the Regional Employment Premium whose acceptability has been open to some doubt.

It is also clear, secondly, that the Community's policy on State aids will be tempered where

be justified under a regional or sectoral programme. This practice appears to be on all fours with the objectives of both the Conservative "Industry" Act, 1972, and the present Government's Bill. Indeed, the wool industry aid scheme which was adopted in 1972 Act has been specifically cleared by the Commission, subject to certain marginal provisions.

This can happen even when a member Government fails to notify the Commission of its intentions, as Article 93 requires. For example, the Commission learnt in 1972 that the Belgian Government had provided \$8m. from public funds to help four Belgian railway equipment makers to undercut French and West German bids for a wagon-building contract offered by Belgian Railways. When, eventually, the Belgian Government claimed that this aid was intended to prevent the manufacturers closing down at a time of substantial over-capacity and that a rationalisation and diversification plan was being put into action, the Commission accepted that the aid could be justified as a structural measure.

Subsidies paid

The Commission may even accept a permanent or semi-permanent subsidy arrangement, provided it does not result in the distortion of intra-Community trade. For example, both the French and West German Governments have been able to pay a subsidy to electricity supply authorities to compensate them for the extra costs they incur by burning coal instead of fuel oil.

The most recent example concerned an Italian scheme to reduce for three years the social security contributions paid by textile and clothing firms at a time when the whole industry, throughout Western Europe, was facing difficulties. The scheme was not related to any rationalisation or modernisation programme and, after a hearing at the European Court (one of the few instances of a dispute not being resolved), the Italian Government lost its case.

There is thus nothing in the Community's practice so far which would suggest that an extension of public ownership, the activities of the National Enterprise Board or Governmental action under the Industries Bill need of itself be incompatible with the Treaty of Rome. Provided the measures were designed to correct an industrial or economic imbalance, the need to give the Commission prior notification would be largely a formality. All Mr. Wedgwood Benn's aid schemes so far, from British Leyland to the Meriden motor-cycle co-operative, have been notified to the Commis-

Free trade agreement

If Britain managed to negotiate a free-trade agreement after quitting the Community, we could expect the remaining members to insist upon a section of an Article idea to that which appears in a free-trade agreements. The Community has negotiated same philosophy as embodied in Articles 32-34 of the Rome Treaty and also essence of Articles 35-36 which deal with the Community's competition policy. Other words, British exports would still be governed by a Community's rules on State aid and competition. It is true that this would not formally apply to Britain left the Community and did not seek to obtain a free-trade agreement. But we could not expect to have an entirely free hand. The Community could be expected to take some kind of counter-action if British Leyland, say, were put permanent on the public pay roll if the users of British Steel or North Sea oil or natural gas were granted a preferential price on a permanent basis.

Moreover, outside the Community we would have no say in the evolution of the Community's rules nor any right of appeal against any unilateral action it decided to take. The Community's free trade agreements with Norway and other EFTA countries may not require prior notification of a State aid. But any dispute goes not to the European Court but to a joint committee appointed by the Community and the country concerned. If agreement still cannot be achieved then the complainant is allowed to act unilaterally. For Britain which sent half of its manufactured exports to Western Europe in 1972 before joining the Community, it surely seems sensible not only to have a set of "Queensberry Rules" saying what is fair and what is not fair but also to be able to take full part both in the formulation of those rules and in helping to decide how they should be interpreted. After all, rules impose privileges as well as impose obligations.

A means to an end

As one might expect, the true position—which lies somewhere between these two extremes—is not as clear cut as can be made out, simply yet accurately, on the hustings. The Community has throughout been firmly committed to the idea of free and fair competition and the Commission, as the guardian of the Community ideal, was given certain powers of independent action so as to help ensure that this was achieved. But "fair and free competition" has always been seen as a means to an end, rather than an end in itself, and in recent years, particularly, it has been increasingly tempered by the pursuit of wider economic and social objectives. It is perhaps important therefore to consider, first, the practical use which the Commission has made of its powers; and secondly, the practical difference which Britain's departure from the Com-

MEN AND MATTERS

Alderman's Arab exit

Amid the steady stream of British companies trying to get into the Middle East, Alderman Securities has popped up as one getting out—after a very brief flirtation with the area. It was all of three months ago that Alderman—a finance company which makes loans of around £3,000 to £10,000 to people buying retail businesses such as confectionery/tobacco shops—was announcing that three brothers had bought 15.5 per cent. of Alderman and that this opened up prospects "for increasing the range of financial activities available to the group by developing the connections that the new investors have with Saudi Arabia and other Middle Eastern countries."

The brothers are Ahmed Abdullah, Raschid Abdullah and Osman Abdullah. Ahmed and Raschid joined the Alderman Board in an executive capacity, with Ahmed becoming deputy chairman. The brothers' grandfather hailed from Jeddah, arrived in Britain at the turn of the century and started a pickle factory which exported back to Saudi Arabia. The family has maintained Middle East links since that time and with the arrival at Alderman there appeared to be the prospect of attracting Arab funds to the company.

However, Ahmed and Raschid have now resigned from Alderman's Board and it seems fairly clear that their shareholding will soon find its way into new hands.

What went wrong in just three months? Derek Williams, Alderman's chairman, found it "a bit difficult" to comment on the situation. The Board, he said, had been "very optimistic" about the Abdullahs' interest. It was really a "question of whether the material benefits

would be that big for the company. Things have not worked out quite as we assumed they would," he remarked.

As to the future of the Abdullahs' 15.5 per cent. stake, Williams was unforthcoming, stating that the matter was "under negotiation." Nonetheless, he conceded that it was likely that the holding would be sold. Williams' brief flirtation with overseas business seems to have left him with feeling that, for the time being anyway, the company should stay at home.

Alderman's share price, depressed 4p to 12p on Tuesday, managed a minor recovery yesterday, rising 1p to 13p.



Thrills to come?

Those looking for fun of the handbag-bashing variety or even serious debate on the referendum issue are not getting much out of the Prime Minister's campaign. At both Tuesday night's session in Dewsbury and yesterday lunchtime's address at the

(pro-Market) General and Municipal Workers' training centre at Long Ditton, there was no time for questions from the invited audiences, even though at Dewsbury the coffee break lasted three-quarters of an hour. The uninspiring circumstances may have influenced Mr. Williams' low-key reading of the prepared speeches. Perhaps the style will change when, having returned from Brussels, he winds up, from Saturday to the referendum on Wednesday, with further appearances at as yet unspecified halls in Bedford, Manchester, Glasgow and Cardiff.

Cadbury's 'family'

Members of the Association of Cinematograph, Television and Allied Technicians union still working in Plymouth for Westward, the only ITV station still on the air, are keeping an understandably low profile. Not so Peter Cadbury, the company chairman, who can be relied upon to bring his personal touch to any national news story and yesterday flew down to show his appreciation to Westward's 150 employees there by throwing a party. "Any excuse to throw a party is good news," according to Cadbury, and this week confirms for him what he calls the "family atmosphere" in the company.

How maintaining transmissions works out financially is, Westward says, hard to judge at the moment. The level of commercials remains about what it would have been with a full network service. The gaps in the network—Westward makes only around 8 hours a week of its own programmes—are being filled by in-stock material—documentaries, films, and other programmes about the West Country.

Some respite could come at the week-end, when Westward might again use some pro-

Business with Australia or New Zealand?

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ECONOMIC VIEWPOINT

BY SAMUEL BRITTAN

In the footsteps of Selwyn Lloyd

WHAT IS likely to be the outcome of the conflict between the strong pressure from the economic establishment and the Prime Minister's strong, and recently restated, determination to introduce a statutory policy?

I suspect that Mr. Wilson will prove difficult to move on the statutory aspect. This is not because he is averse to change, but because he thinks that a clash with the unions on the issue would be disastrous, and believes that his defeat by the unions in 1969 was one of the biggest mishaps of his previous administration.

Pressure

Yet I find it equally difficult to believe that the extreme pressure now building up for decisive action on wages will fail to produce some result. The head-shaking in high places on the folly of ministers in not seeing the error of refusing to have a "proper incomes policy" is almost identical to that to which the Heath Government was subjected before it did its own about-turn on the issue in 1974.

As incomes policy is regarded as the main character distinguishing the men from the boys, the "boys" must talk about the labour market, the effects of rising unemployment, the need to curb demand, Government spending, the public sector borrowing requirement, and domestic credit expansion, but the "men" know that all that matters is the direct action of the Government on wages. (Mr. Denis Healey's occasional use of market-place economics is confined to the

assumption that he cannot really believe it and is only trying to frighten the unions.)

What, then, is the furthest the Government can go towards a "real incomes policy" without legislation? There is a precedent for just such a policy: the Selwyn Lloyd pay freeze of July 1961. This was enforced by public and private sector employers at the "request" of the Government, and continued until it was breached by a public sector employer, the Electricity Council, in November, 1961.

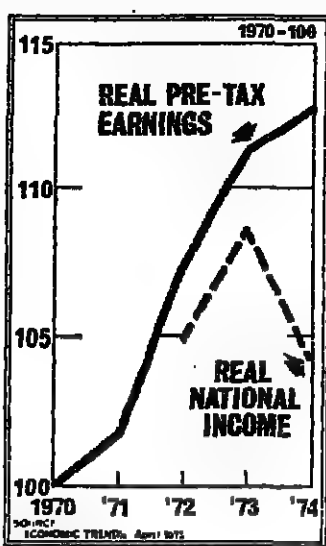
Something along these lines is the single most likely outcome of the post-referendum confabulations. No doubt a great many rituals will have to be performed first, such as the Prime Minister's proposed tripartite discussions on the sharing out of the national product between consumption, investment and Government spending—which is entirely non-operational for any employer or trade union leader considering a wage claim. The Confederation of British Industry has, characteristically, come out with a corporate statement calling for a "national strategy" for the appointment of State handouts through the National Economic Development Council. Time will have to be spent on these ideas—were already tried by NEDC itself in somewhat better form in the early and middle 1960s.

Discredit

But my main concern, for the purposes of this article, is that some of the discredit which has fallen on past incomes policies and is likely to fall on future ones may wash off onto indexed wage contracts—because incomes policies are taking an enclosed form. Or, to be more exact, since indexation is in any case likely to spread to wage bargaining, it is worth explaining why this phenomenon need not be viewed with the alarm which an examination of, say, the experience of the last Government's experience with threshold payments might engender.

The subject was brought to my attention by the Finance Bill debates on indexation on Tuesday last week introduced by Mr. John Pardon for the

Liberal side and by Mr. Nigel Lawson from the Conservative back Benches. The debates were mainly about the indexation of the tax system. The proposal is to tie the personal allowances, and the starting points of the higher rates, to the retail price index. The basic idea is not "to tie the hands of the Treasury," but to



Query

Mr. Sheldon was informative and took the matter seriously. In contrast to Mr. Joel Barnett who has previously dealt with the issue. But on the main question, he disarmingly said: "There could be a case for indexing if we were so foolish as to accept a continual, high and regular level of inflation of a kind which we do not have at the present time and which the Government are determined not to have." Inflation may not be regular, but anyone who believes that it is not "continual and high" or regards as credible Government determination to end it, will believe anything.

The only serious query about indexation was expressed in a speech by Mr. John Nott, a former Treasury Minister, from the Opposition front bench. He was very concerned that indexation, once started, tends to spread—and in a sense fairly so. The real worry of Mr. Nott was that indexation would spread to wages. He obviously means by this something like Stage Three of the Tory counter-inflation policy, under which the thresholds were granted, or a possible indexed freeze.

What was wrong with Stage Three was that it provided both substantial nominal increases (7 per cent. with loopholes and exceptions) and threshold pro-

tection in addition, the two-hour, adjusted for overtime, rose by over 6 per cent. (this is pre-tax, which is what matters from the point of view of employers' costs). Does one have to look further for the cause of current unemployment? If the price of any service is raised relative to market conditions, less will be bought.

Are unions more or less likely to price workers out of jobs—and thereby impose pressure on governments to resort to the printing press in attempts to restore employment—if wage bargains are in indexed terms?

Mr. Nott was afraid that this might cause trade unions to "start their bargaining in real terms." But surely this is what already happens. The time when unions bargained on the assumption that a pound is a pound has gone for ever.

The question then is whether it is better for unions to rely on guesses about the rate of inflation, or whether it is better that they should bargain in terms of indexed wages. Non-indexation is helpful to employment and price stability only if union leaders are over-optimistic about inflation and settle for less than they could otherwise get. If they are over-pessimistic, conventional bargaining leads to higher settlements, real and nominal, than would the indexed variety. Insofar as there is a defensive and insurance element in claims—a desire not to be caught out by an altogether unexpected increase in prices—indexed settlements will be an inducement for moderation.

Is it possible, in circumstances where reasonable full employment requires a zero increase, or even a moderate fall in real wages, that this would ever be accepted? Until recently, one

There is a distinction between helping the labour market to work better and trying to supersede it by Government (or NEDC) fiat. In the calls for an indexed freeze, it is the freeze rather than the indexation that represents the potential danger.

No luck

Mr. Nott was afraid that bargaining in real terms would remove the unions' very purpose in existence. No such luck. When prices were stable, unions were bargaining in real terms and still existed. But if indexed bargaining means that people will no longer look to unions for protection against large changes in the value of money, and expect from them only marginal adjustments in real terms, and this weakens the union hold, it can only be welcome.

Under a regime of voluntary indexed bargaining, there would still be an informative role for Government in providing indications of the increase—or decrease—in real wages consistent with full employment. The index of real national disposable income already mentioned, and shown in the chart, would help. So would price indices, which left out changes in the burden of indirect tax and changes in the terms of trade.

There is a distinction between helping the labour market to work better and trying to supersede it by Government (or NEDC) fiat. In the calls for an indexed freeze, it is the freeze rather than the indexation that represents the potential danger.

Letters to the Editor

Rail's journey to the future

From the General Secretary, The National Union of Railworkers.

Sir—Postscript and rather biased comments about the railways have been appearing again in the media. There was a signed version of the facts and arguments in a recent BBC2 Money Programme while the freight by Colin Jones in the Financial Times (May 15) contained quite a few doubtful conclusions. He implies that retrenchment is the answer to British Rail's financial problems and that manpower and, by inference, wages are too great. He mentions a possible subsidy of £1bn. a year by the end of the decade, although there are no grounds for any such figure.

Retrenchment has, in fact, been one of the reasons for the financial decline, being used by previous Governments as an alternative to purchased capital investment. The greatest blow was on the freight side, where handling facilities were cut to one-tenth. When the service was reduced to this extent, traffic went to the roads not only for the services directly affected but also on other affected indirectly. The Railways Board made very detailed studies, and its report of 1973, accepted by the Government of the day, made it plain that a rational system would be less viable.

In no industry has manpower been reduced so much as on the railways. Modernization and automation projects—power signalling, permanent way mechanization, computerization of accounting and so on—were responsible for many job cuts. But most of the savings have come from the many productive deals concluded by agreement. Among them were the far-reaching agreements of 1968-1969, when a vast variety of railway duties were merged. Another was the agreement for single manning of trains.

There have been many more similar deals. Over a quarter of a million staff have gone in a fairly short period. In uncharted waters, the traffic has gone as well as to the roads. Hence our present problems. As a result, British Rail has had to cancel studies because of staff shortages, and carry out a massive recruiting drive. The economies went a lot too far leaving us with a shortage of relief staff for sickness, holidays and rest-days. Even now, almost half the rest days, which should be free from duty, are being worked, and average overtime is about 13 hours a week.

Perhaps the oddest statement by Colin Jones is that railways get their capital free whereas road transport has to pay. No one gets anything free—the real criteria is what the cost is to the economy as a whole. And in this respect roads are a very heavy burden indeed. Mr. Jones suggests that there should be a greater cost analysis for the various functions. BR already does this but there is a sound case for regarding railways as a whole. If the argument for cost analysis of sections is sound for railways why do its protagonists not suggest that the trade costs, say, of heavy lorries should be probed closely in relation to wear on highways, pollution and disturbance of communities?

Successive governments have laid down that railways should be run commercially. Yet they have made legislation which specifically prevents them from doing just this. I do not believe that have caused disquiet, if not that this should be the most obvious and carelessness to supply rail transport should not pose that any so-called "personal

Conduct code for directors

From the Chairman of Council, Institute of Directors.

Sir—The headline, *Director's conduct code suggested*, on your report of the Study on Company Law, *The Bar Association* (May 22) implies that no such code exists. But it does. The Institute has long been associated with such an important subject.

As far back as 1965, the late Viscount Chandos, when President of the Institute, hammered home his oft-repeated theme that we must educate and equip directors for the boardroom; devise a code of conduct and open the boardroom to all the talents. The Institute has actively continued that theme ever since.

In 1960 the Institute was the very first to publish a book incorporating a code of conduct for directors under the title, *Standard Boardroom Practice*. It was prepared by a Committee chaired by the late Lord Tangle, former President of the Law Society. This code has been revised many times since and is now published as *Guidelines for Directors*. It is easy to dismiss such attempts in what was then a completely uncharted field, but this code of conduct has been invaluable to thousands of directors—and not all in Britain. It has—even been translated into Chinese!

The next step, an enforceable code of conduct for the boardroom would like (hopefully administered by the Institute?) Well—yes, not impossible, but it would be well to remember that the codes of conduct of the established professions have been progressively developed over a 100 years or more as standards of professional skill and competence have improved. One of the first attempts of the professions at setting standards.

Meanwhile, I hope that this will be convincing proof that at least the Institute is taking a lead in improving company boardroom practice.

10 Belgrave Square, London, S.W.1.

Speculative comment

From Mr. A. G. Mcivor.

Sir—While I sympathize with Mr. Dundas Hamilton (May 23) over the dangers of being misled down that railways should be run commercially. Yet they have made legislation which specifically prevents them from doing just this. I do not believe that have caused disquiet, if not that this should be the most obvious and carelessness to supply rail transport should not pose that any so-called "personal

view" that he holds can be entirely separated from the authority of his office as Deputy Chairman of the Stock Exchange—especially in the circumstances in which it was expressed—and a failure to recognise the potential for misinterpretation reflects at least some lack of judgment.

In addition one might question the wisdom of permitting the official case to be put by somebody possibly prejudiced to advocate some fundamental alternative.

But the greater matter lies in the "personal view" that appeared to identify small firms with speculation (whatever that may mean) and the inference expressed in your report that, because the Council consists mainly of members drawn from the larger firms, the small ones are relatively unimportant to its deliberations.

It is, first, an obvious truth that speculation is not confined to small firms (and is not, in any case, reprehensible) and that institutional business is not the prerogative of large firms.

Second, on the point of the importance of otherwise small firms, it needs saying with emphasis that the Stock Exchange is predominantly an aggregation of small partnerships, London and provincial, and is likely to remain so. It thus comes particularly hard to find a senior member of the Council apparently denigrating in public—however oblique the slight might have been—that numerically important total of members who are not less proud of "country" firms than are fellow members with the large firms. Any suggestion that there are two classes of members to be distinguished by the size of their firms is seriously to be deprecated.

It is a pity that Mr. Hamilton has hastened to repudiate both the identification and the inference that your report attributed to him—and in specific terms.

The plain fact is, as Mr. Hamilton says, that the Council is elected to serve the interests of all members. It doubtless does so without partiality, overt or covert. In thinking of Talsman and Bargain Accounting, for example, I am in no doubt that the Council made its decision to press forward with the project entirely in that light—namely, the interests of all members. I pray with and for them that we shall not, in the end, once the impact of cost hits us, face an intolerable choice between keeping the Directorate on the one hand and a financially viable Stock Exchange on the other. It would indeed be a pity if the architects of Federation had in the end to preside over its dissolution as a result of regional secessions. Impossible? Well, perhaps somebody would explain to me what the "country" member has so far seen from Federation.

However, no doubt the Council is looking after our various interests. But it is perhaps a pity that Mr. Hamilton was not able to demonstrate the point more convincingly.

A. G. Mcivor.

The Stock Exchange, London, E.C.2.

Unite against Wealth Tax

From Mr. Michael Kerr.

Sir—I refer to the evidence that the Stock Exchange Council presented to the Commons Select Committee examining the Green Paper on Wealth Tax (May 22).

Each faction presenting its

To-day's Events

President Ford begins visit to Europe and attends NATO summit meeting, Brussels.

Railworkers arbitration result on pay claim.

International Art Show opens, Le Bourget, Paris.

British Transport Docks Board annual report published.

Organization for Economic Co-operation and Development ministerial meeting continues, Paris.

Mr. Michael Swann, chairman of BBC, gives Queen's Lecture in Berlin.

Industrial relations conference, organised by Industrial Society, Cufe Royal, London.

OFFICIAL STATISTICS

New orders in construction industry (March).

SPORT

Golf: Walker Cup, Britain v. United States (St. Andrews).

COMBAT RESULTS

Coats Patons (full year).

Bentalls, Kingston upon Thames, 12.

Boddingtons Breweries, Manchester, 12.

Bulgin (A. F.), Barking, Essex, 3.

Claydon Downside, 11, Bruton Street, W., 11.30.

Dale Electric, York, 12.

Farnell Electronics, Leeds, 1.

Fogarty (E.), Boston, 2.15.

Magnolia Manufacturing, Rochford, Essex, 12.

Municipal Properties, Tonbridge, 12.30.

Stanley (A. G.), Orpington, 4.

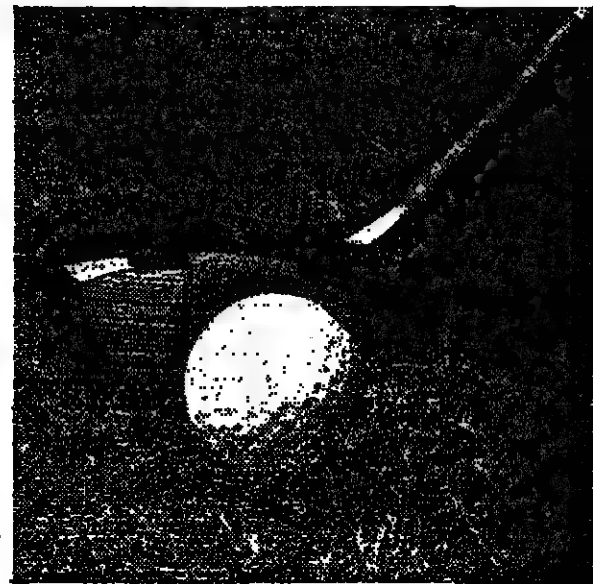


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COMPANY NEWS + COMMENT

Overseas profit contraction for Marley

FIRST HALF turnover of Marley increased from £61.6m. to £69.43m. while pre-tax profit contracted from £3.35m. to £3.85m. of which the U.K. contribution was £3.81m. against £3.91m.

Results of some of the overseas companies were severely affected by the depressed state of the building industry in Europe, particularly in France and Germany. In addition, the New Zealand company suffered from the recession, which was especially damaging to its export business, the directors state.

U.K. profits held up well and should do better in the second half of the year, they add. Group pre-tax profit for the year to Oct. 31, 1974, was £11.43m.

Earnings per 25p share decreased from 5.4p to 5.2p. A same interim dividend of 1.3p net is declared. Last year's total was 2.36242p.

Six months	1974	1973
U.K. sales	27,291	27,682
Overseas	42,139	33,948
Total sales	69,430	61,630
Trading profit	4,338	6,085
Interest	1,008	725
U.K. profit	4,338	5,010
Overseas	1,144	1,144
Total pre-tax profit	5,482	6,155
U.K. tax	1,180	1,377
Overseas	441	479
Minority holders	12	11
Attributable	2,159	3,952
Interim dividend	992	932

comment

Marley's interim setback is 25 per cent. pre-tax, and the shares fell 7p to 80p yesterday where they now yield a full point more than Redland at 5.6 per cent. The group's losses in Germany and New Zealand have swung into the red. But Marley has experienced volume growth of maybe 8 per cent. in the U.K., and that has been enough to leave domestic earnings roughly a level: roofing tiles have had a hard time but Marley's major commitment in the home improvements market has made for a buoyant retail experience and cushioned floor coverings against the housing cycle. Thus overall profits could still get close to £9m. the housing cycle is now moving in Marley's favour and Germany could possibly break-even this year. And in 1975-76 Marley is going to take its initial stride towards recovery.

Fairbairn exceeds forecast

Compared with the annual meeting forecast of a result "in line" with 1973-74 first half of £98,700, pre-tax profit of engineers Fairbairn Lawson turns out to be £127,928 for the six months to January 2, 1975.

Earnings per 25p share are shown to be 1.86p and the dividend is 0.8123p net.

Six months	1974	1973
Sales	2,863,706	4,321,890
Turnover	2,863,706	4,321,890
Operating profit	127,928	127,928
Pre-tax profit	127,928	127,928
U.K. tax	127,928	127,928
Overseas	127,928	127,928
Minority holders	127,928	127,928
Attributable	127,928	127,928
Interim dividend	127,928	127,928

comment

On a strictly comparable basis—

HIGHLIGHTS

First-half figures from Bass Charrington are well short of expectations and caused keen disappointment in the market, with the shares closing 8p lower last night. They are discussed in the Lex column, where there is also comment on the arrangement between Solway and Laporte whereby the former is increasing its stake. Marley also brought disappointment yesterday with first-half profits down by more than a quarter, the shares losing 7p after the news. Alfred Dunhill ended lower, although the change of accounting period invalidates comparison of the figures. East Midlands Allied Press has had a better second half but overall the year's outcome is down. Wm. Morrison Supermarkets has registered further growth despite clipped profit margins, and Reo Stakis at half-time has already topped the whole of the previous year's profit while Fairbairn Lawson's mid-term report indicates a strong recovery.

U.K. sales ... 27,291 ... 27,682
Overseas ... 42,139 ... 33,948
Total sales ... 69,430 ... 61,630
Trading profit ... 4,338 ... 6,085
Interest ... 1,008 ... 725
U.K. profit ... 4,338 ... 5,010
Overseas ... 1,144 ... 1,144
Total pre-tax profit ... 5,482 ... 6,155
U.K. tax ... 1,180 ... 1,377
Overseas ... 441 ... 479
Minority holders ... 12 ... 11
Attributable ... 2,159 ... 3,952
Interim dividend ... 992 ... 932

comment

Fairbairn Lawson's 38 per cent. rise in first-half profits represents a strong recovery from the depressed second half of 1973-74. No further losses have been sustained on the Indonesian joint venture in the current year, and the group has apparently enjoyed a reasonably high level of demand so far—sales volume rose by around 16 per cent. in the first six months. This has been carried through into the second half and appears to put a full year target of £200,000 pre-tax well in prospect. However, the group has recently seen a significant drop in the level of new orders and while that will have no effect on the current year profits it does not augur well for 1975-76. So, the caution expressed in a prospective yield of 14 1/2 per cent. at 17p, looks justified.

Beaver lifts total to 2.325p

REFLECTING THE sale of the business of E. and F. Richardson turnover of Beaver Group decreased from £45.3m. to £22.97m. in 1974, while pre-tax profit increased from £279,841 to £412,523 of which £187,530 represented the receipt of interest and rental income.

There is added to the pre-tax profit £122,523 (£718) extraordinary items. Earnings per share, before extraordinary items increased from 6.9p to 8.3p. A Treasury permitted final dividend of 1.375p lifts the net total from 1.8123p to 2.325p.

Six months	1974	1973
Sales	2,863,706	4,321,890
Turnover	2,863,706	4,321,890
Operating profit	127,928	127,928
Pre-tax profit	127,928	127,928
U.K. tax	127,928	127,928
Overseas	127,928	127,928
Minority holders	127,928	127,928
Attributable	127,928	127,928
Interim dividend	127,928	127,928

comment

On a strictly comparable basis—

stage was lower, this reflects the cost of building three new stores to come on stream next year. Stocks themselves are well up on the comparable period, but this is due to a deliberate policy of building them up for tax purposes, so that the tax charge shown at £73,000 represents an immediate liability of only £20,000. First-quarter sales are ahead, yet it may be difficult to match the 1974-75 profit because of cash on deposit being reduced by expansion costs, so last year's investment income of £250,000 could be well down. Nevertheless, the company deserves a strong rating.

£257,897 reduction at EMAP

Mainly because of escalating costs at a rate in excess of price increases allowed by the Price Commission, pre-tax profit of East Midlands Allied Press declined from £254,906 to £257,897 for the year to March 29, 1975, after being down from £806,128 to £270,268 at half-time.

Final dividend is 1.185p net, giving a total of 2.247p—the maximum allowed—against 2.08p.

The directors note that the company's heavy capital investment programme made heavy demands on cash flow and a swing from being an interest payer reduced profits by £87,810.

comment

Although East Midlands' second-half trading profits have risen by one-fifth, in comparison with a depressed period in 1974, interest charges have lowered pre-tax profits by 5 per cent. for a 28 per cent. fall overall. The trend in classified advertising revenue, particularly in employment vacancies, worsened during the year and the fall in newspaper profits has outweighed the improvement in periodicals and contract printing. Retailing losses, some £40,000 last year, have been much reduced. Capital expenditure of over £2m., most of which relates to a new litho plant at Kettering, has led to the introduction of an overdraft but plant operations may begin here until 1976. An improvement in profits is likely in 1975 and the shares at 37p yield a well covered 9.7 per cent.

SHARE STAKES

BTR has advised Sunbloss Holdings that as a result of the purchase of a further 340,000 Ordinary shares between May 2 and 16, BTR's total interest has been increased to 2,413,000 shares, 25.1 per cent. of the equity. Chancery Consolidated has received notification from East and West Investment Trust that it holds 1,668,800 Chancery Ordinary shares (12.9 per cent. of the capital). In addition, Drexel Burnham (International) has acquired 1m. Chancery shares (7.8 per cent. of the capital).



Sir Reay Geddes, chairman of Dunlop, who reports that financing resources are adequate to cover foreseeable requirements. (See Page 26.)

DIVIDENDS ANNOUNCED

Date	Company	Dividend	Yield
July 11	Fairbairn Lawson	0.8123p	5.6%
June 27	Govett European Tr. Int.	1.8p	2.5%
July 31	Highlands and Lowlands	0.75p	1.5%
July 24	London and Aberdeen Tr.	1.55p	1.5%
Aug. 6	Marley	5.2p	6.5%
Aug. 1	Monks	0.72p	1.5%
July 21	Wm. Morrison	1.67p	1.5%
July 11	G. A. Robinson	2.85p	1.5%
July 11	Spink and Son	0.27p	1.5%
July 11	Tongah Harbour	12.31p	1.5%
July 14	United Industrial	1.1p	1.5%
July 14	Wettern Bros.	3.15p	1.5%
June 27	Ayrshire Metal Prods.	1.75p	1.5%
July 14	Bass Charrington	1.35p	1.5%
July 25	Beaver Group	1.38p	1.5%
June 30	Borhat Tea	0.41p	1.5%
July 14	Craig and Rose	1.57p	1.5%
July 31	Alfred Dunhill	4.44p	1.5%
July 7	East and West Invest.	0.82p	1.5%
July 7	M. Midland Allied Press	1.19p	1.5%

Dividends shown pence per share net except where otherwise stated. (a) Equivalent after allowing for scrip issue. (b) On capital increased by rights and/or acquisition issues. (c) For nine months. (d) Percentage gross throughout. (e) For 6 months. (f) No final intended. (g) Gross throughout.

Highland & Lowlands tops £6.7m.

PROFIT before tax of Highland and Lowlands Para Rubber Company almost doubled from £3,585,133 to £6,716,016 in 1974 on turnover up from £11.8m. to £22.8m.

After seven months, when taxable profit was up from about £1.34m. to £4.13m., the directors said that the rate of improvement had slowed up and it was not anticipated that the year-end results would increase pro rata. Final dividend is 0.75p gross, making a total of 1.4755p, against 1.2887p, adjusting for a two-for-one scrip.

Japanese plan on imports of raw materials

TOKYO, May 28. JAPAN IS seeking ways of promoting imports of timber, rubber, tin and other commodities from South East Asia, a senior official of the Ministry of International Trade and Industry said.

Deputy Director-General Hiro-michi Eguchi of the International Trade Policy Bureau said Japan's imports during the last fiscal year fell 7.5 per cent. in volume although value rose by 40 per cent.

This has had a big impact on South East Asian nations, which depend heavily on exports to Japan and which have been protesting about unfavourable trade balances for many years.

However, the Ministry is making a commodity-by-commodity survey to find more direct ways of promoting imports of raw materials, including timber, rubber and tin, he added.

Mr. Eguchi said Japanese smelters have asked copper exporting countries to cut ore exports to Japan. The Ministry feels Japan is responsible for importing all copper ore committed under long-term contracts. But it would not be possible to end these imports beyond the committed level.

We turn downturn to £0.21m.

ON A REDUCED turnover of new top-level management and £4.1m. against £3.36m. pre-tax with the prospect of a successful profit of Western Brothers fell sharply from £67,895 to £207,456 taking their holidays in Britain in 1974, after £126,000. (£385,000) this year. "I am hopeful that the restructuring Hickmet Group may now become more financially viable in the medium to long term."

The year's profit is subject to extraordinary debits of £190,853, compared with credits of £127,853 for the previous year.

Earnings per 25p share decreased from 24.1p to 5.7p. A final dividend of 3.145p raises the net total from 4.801p to 5.2128p.

Mr. L. Wettern, the chairman, says the deterioration in the national economy which had begun to adversely affect all the businesses worsened during 1974. Despite the costs incurred in the run-down of the Tainworth and West Drayton factories, the reserves remain at a substantial level, he adds.

The directors of almost all parts of the business necessitated making significant changes in trading operations as well as to plans for the future. The aim is to be less vulnerable to cyclical changes in the building and construction trade and to develop the speciality products in which the market position is strong.

Mr. Wettern feels it neither wise nor timely to make any forecasts in the uncertain atmosphere prevailing. "Our strength still lies in our ability to withstand the rigours of the present and to be prepared to take advantage of any improvement in trading conditions. I am satisfied that our company has emerged from 1974 in a stronger position to meet the challenge of survival and growth in the years ahead," he declares.

A professional revaluation of properties carried out last December indicated a surplus over book value of £500,000, but the directors do not propose to adjust the books to reflect this valuation.

Consolidated Goldfields owns 19.58 per cent. of the Ordinary. Meeting Fairfield Halls, Croydon, June 26, at 10.30 a.m.

REO STAKIS first half upsurge

FIRST HALF (to March 30, 1975) group pre-tax profit of The Reo Stakis Organisation expanded from £181,000 to £528,000, and in excess of the £150,000 for the year to September 29, 1974.

Major expansion in new hotel over the past few years is beginning to pay dividends, and the elimination of their initial trading losses has contributed substantially to the increase in the half year profits, says the chairman, Mr. R. Stakis.

In addition, there has been significant increased revenue from the Queen Bookmakers, fully justifying the recent diversification into that sector of the leisure industry.

He points out, however, the enthusiasm over the six months achievement should be tempered by the fact that the company is now facing a very difficult trading year.

The Budget measures have cut discretionary consumer spending all round, and have affected the industry in a more specific way through increased taxation duties. The company will continue to do its normal seasonal increase in turnover to compensate.

Against this, uncertainty back around the chairman is unwilling to forecast the profit for the full year.

The company continues to be managed on a tight rein and the consolidation of a sound financial structure for the future.

Earnings per 10p share for the half year increased from 0.44p to 1.35p. An unchanged interim dividend of 0.265p net is declared. Last year's total was 0.77p.

Group turnover ... £528,000 ... £181,000
Profit before tax ... £528,000 ... £181,000
U.K. tax ... £528,000 ... £181,000
Overseas ... £528,000 ... £181,000
Minority holders ... £528,000 ... £181,000
Attributable ... £528,000 ... £181,000
Interim dividend ... £528,000 ... £181,000

Dunlop Holdings Limited

1974-A year of problems energetically tackled.

- Customer sales up by 18%.
- Operating profit increased by 22%.
- Return on funds employed up from 11.4% to 12.7%.
- Profit after tax 21% higher.
- Profit attributable to Dunlop shareholders £11 million.
- Gearing held for third year running.
- Proposed dividend same again—5p "gross."

	1974 (£million)	1973
Customer Sales	888	750
Profit before Interest and Tax	70.0	55.5
Profit after Interest and Tax	19.6	16.2
Attributable to Dunlop Shareholders	11.0*	9.9
Earnings per Ordinary share	9.7p	9.4p
Ordinary Dividend (gross)	5p	5p

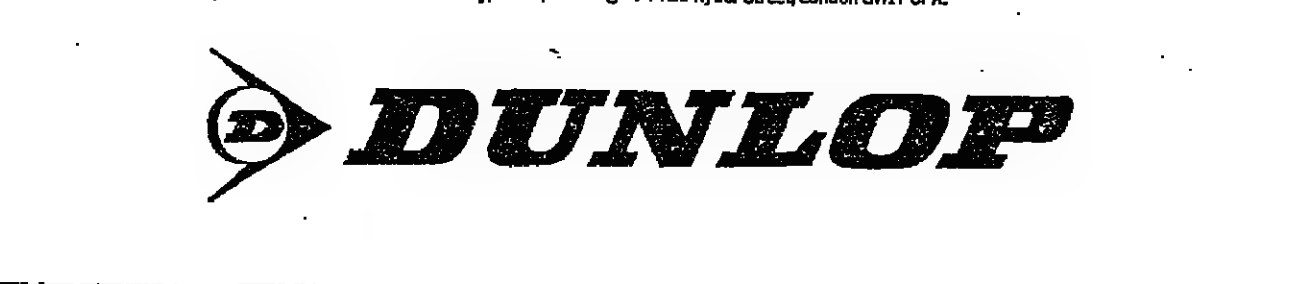
* Including £917,000 profit on sale of Dunlop Canada.

In respect of 1975 Sir Reay Geddes said:

"... Total financing facilities available to the Group are fully adequate to cover foreseeable requirements, and the Group is operating well within its facilities."

The Report and Accounts which include a detailed review and analysis of the year's trading for Dunlop Holdings and for the Dunlop Pirelli Union were posted to shareholders on May 28th.

Copies obtainable from the Secretary, Dunlop Holdings Ltd., 25 Ryder Street, London SW1Y 6PX.



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Marquee for Heathrow

A MARQUEE is to be used outside Heathrow's long distance terminal for departing passengers during the summer.

A British Airports Authority spokesman said it had been decided to use the marquee because of security checks and pressure inside the terminal.

GLASGOW MOTOR ROUTE OPENING

By Our Glasgow Correspondent

One of Glasgow's worst traffic bottlenecks at Alexandra Parade, where 35,000 vehicles pass daily, will be relieved tomorrow when Mr. Bruce Milne, Scottish Minister of State, opens the first stage of the Monkland motorway.

This 1.9-mile section of four-lane motorway cost £8.2m. while land acquisition cost a further £679,000. It follows the line of the former Monkland Canal, a branch of the Forth and Clyde Canal closed in 1930.

King & Shaxson

100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 57

Alfred Dunhill turns in £6.22m.

GROUP TURNOVER of pipe makers, and manufacturers of tobacco, cigarettes, etc., Alfred Dunhill, amounted to £197.8m. for the year to March 31, 1975, and pre-tax profit was £6.22m. after £2.97m. for the first half. For the nine months to March 31, 1974, turnover was £187.2m. and pre-tax profit £4.9m. of which £2.7m. was earned in the first six months.

Earnings per 10p share for the year were 35p (23.1p). A final dividend of 4.5p makes a total of 6.45p, against 4.30p for the period. The company is a subsidiary of Rothmans International.

Year 1974-75

1973-74

1972-73

1971-72

1970-71

1969-70

1968-69

1967-68

1966-67

1965-66

1964-65

1963-64

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1912-13

1911-12

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1909-10

1908-09

1907-08

1906-07

1905-06

1904-05

1903-04

1902-03

1901-02

1900-01

The final dividend is 1.75p, lifting the net total from 2.97p to 4.72p, subject to Treasury consent.

Tax for the year takes £227,000 compared with £250,000. There are extraordinary credits of £123,000 (debts £22,000) which comprise the surplus over cost on sale of the Twickenham factory—less provision for deferred tax £28,000—£274,000, plus surplus on disposal of Crompton Plastics £22,400, less provision for closure costs of Latham Structural Developments £120,000 and removal costs of metal trim factory—less tax relief £15,787—£14,572.

Redundancies already announced are taking place, say the directors.

Chairman's statement Page 27

George Willis sees more growth

George Willis and Sons (Holdings), the City confirming house, is on target for another record year in 1975.

The chairman, Mr. P. Willis adds that the dramatic growth of the last two years, in which profits rose from £307,000 to £391,000, is probably over for the time being as he cannot point any specific picture of 1975.

Growth points for the group are in its Far East export business and its two new engineering members, while other sectors look like producing satisfactory profits.

A decision to go for liquidity has put the group in a commanding position to take up any favourable new opportunities in 1975, adds Mr. Willis.

Meeting, 25-26, City Road, E.C., on June 20 at 11.15 a.m.

A. Walker's prospects

Mr. R. Walker, chairman of Alfred Walker and Son says he cannot foresee signs of an early improvement.

While house sales during the early part of the year have improved considerably it would be too optimistic to suggest that the situation will continue.

However, over the past six months borrowing has been reduced very substantially so that bank interest is now running at a level much below last year's average.

As reported on May 16 group pre-tax profit decreased from £414,000 to £211,000 in 1974 and the dividend is 1.75p net per share (same).

Meeting, Meriden, June 20, noon.

Burrell tightens controls

Accentuated by severe customer destocking at home and abroad the reduced level of sales of Burrell and Company, the chemical pigment colour manufacturer, has continued into 1975 and undoubtedly profits will suffer as a result, chairman Mr. P. Gibson confirms in the directors' annual report.

Year 1974-75

1973-74

1972-73

1971-72

1970-71

1969-70

1968-69

1967-68

1966-67

1965-66

1964-65

1963-64

1962-63

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1924-25

1923-24

1922-23

1921-22

1920-21

1919-20

1918-19

1917-18

1916-17

1915-16

Feared with lower orders and unrelenting cost increases the company's management is exercising strict controls in order to conserve resources and maintain margins, he adds.

With the cash position considered satisfactory and capital expenditure being planned to continue at a high level the company should be poised to take the utmost advantage of opportunities once consumer demand is restored.

The outcome for the full year cannot be forecast with any hope of accuracy at this stage, he tells members. Clearly a resumption of progress will depend "not only upon general demand but also on the rate of inflation in the U.K. being contained to that of competing countries."

As known, taxable profits slipped from £731,042 to £707,267 in 1974. The dividend is 0.8p (0.58225p) net.

A statement of source and application of funds shows a decrease in net liquid funds of £557,376 (£35,043).

Meeting at Winchester House on June 18 at 1.30 p.m.

Chairman's statement Page 27

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Meeting, 25-26, City Road, E.C., on June 20 at 11.15 a.m.

A. Walker's prospects

Mr. R. Walker, chairman of Alfred Walker and Son says he cannot foresee signs of an early improvement.

While house sales during the early part of the year have improved considerably it would be too optimistic to suggest that the situation will continue.

However, over the past six months borrowing has been reduced very substantially so that bank interest is now running at a level much below last year's average.

As reported on May 16 group pre-tax profit decreased from £414,000 to £211,000 in 1974 and the dividend is 1.75p net per share (same).

Meeting, Meriden, June 20, noon.

Burrell tightens controls

Accentuated by severe customer destocking at home and abroad the reduced level of sales of Burrell and Company, the chemical pigment colour manufacturer, has continued into 1975 and undoubtedly profits will suffer as a result, chairman Mr. P. Gibson confirms in the directors' annual report.

Year 1974-75

1973-74

1972-73

1971-72

1970-71

1969-70

1968-69

1967-68

1966-67

1965-66

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1925-26

1924-25

1923-24

1922-23

1921-22

1920-21

1919-20

Bunzl's high investment

DURING 1974 investment in new plant by Bunzl Paper and Paper amounted to £7.4m. of which £4.2m. was in the U.K. This rate of investment will continue in the current year—in the U.K. it will be over £6m., says the chairman, Mr. G. G. Bunzl.

He confirms that 1975 will be a much more difficult year than the exceptional 1974.

While first quarter 1975 results were satisfactory for the group as a whole, many of the companies are experiencing declining levels of activity.

Accordingly 1975 is expected to show considerably lower earnings, even though they should be higher than those for 1973, says Mr. Bunzl.

As reported on May 20 group pre-tax profit expanded from £5.8m. to £14.07m. in 1974, and the net dividend is 3.67p (3.391p).

An analysis of turnover and trading profit (in percentages) shows manufactured 65 (76) and 70 (80); merchandised 35 (24) and 30 (20). Geographically the figures were derived from 24 (44) and 22 (60) U.K.; 38 (32) and 33 (11) Austria; 11 (12) and 13 (14) else.

where Europe: 6 (8) and 10 (12) North and South America; other territories 1 (2) and 2 (3).

The products range from paper and paper products to cigarette filters and from non-wovens and textiles to packaging to plastic extrusions.

An important part of the business consists of buying and selling products made by other people and international trading operations provide a significant part of sales and earnings.

Mr. Bunzl explains that the worldwide spread of interests means that the company is exposed not only to rapidly changing raw material prices, but also to many extra risks such as currency devaluations, high rates of inflation and political upheavals.

Raw materials, the largest item of expenditure, cost £92m. The materials were in short supply for most of 1974, a period during which costs rose steeply. The effect on the company was twofold: first a given quantity of goods cost more and secondly it was generally necessary to keep a larger quantity in stock because of longer delivery times.

Sales of cigarette filters in the U.K. increased slightly but earnings were affected by higher cost. Overseas demand remained strong.</

Mining News

Fresh twist for gold mines' cost spiral

By Leslie Parker, Mining Editor

AS FORESHADOWED, the cost spiral for the South African gold mines has been given a further twist by the Government's decision to increase the wages of the industry's black miners. The increase, which is the first since 1972, will be 10 per cent, and will be applied to the wages of the 100,000 black miners employed in the industry. The increase will be applied to the wages of the 100,000 black miners employed in the industry. The increase will be applied to the wages of the 100,000 black miners employed in the industry.

Call for help by Metals Ex.

What appears to be a tongue-in-cheek threat to the future of the metals industry in South Africa has been made by the Metals Exporters' Association. The association has warned that if the government's decision to increase the wages of black miners is not reversed, the industry will be forced to close down.

CENTRAL PROVINCE CEYLON TEA HOLDINGS LIMITED

The thirteenth Annual General Meeting of Central Province Ceylon Tea Holdings Limited was held on 28 May in London. Mr. S. C. P. de Silva, Chairman, presided. The following extracts from his report are of interest.

Rowntree increases ABM stake

By Nicholas Leslie

Rowntree has increased its stake in the Associated British Manufacturers (ABM) to 20.75 per cent. The increase was achieved by the purchase of 100,000 shares at 10p each.

AAH SELLS UTD. CARBON STAKE TO ASHLAND

Mr. W. Pybus, chairman of AAH, has announced that the company has sold its stake in United Carbon to Ashland.

TU SUPPORT FOR MYH REJECTION

With the bid by Glaxo International for the takeover of Tu, the Myh Holdings have been asked to support the rejection of the bid.

Output and deliveries for bricks up in April

By Michael Cassell

BRICK production and deliveries picked up last month, reflecting the marginal improvement in house building activity reported recently. According to figures released by the Department of the Environment, output of bricks in April reached 434m, against 422m in the previous month.

CAPITAL RETURN BY LESLIE

The Union Corporation group's Leslie Gold is proposing a capital repayment of 10 cents (6.32p) to shareholders on the register as at September 28. This will reduce the issued capital to 10m shares of 70 cents each.

STILL HOPE FOR OK TEDI

Following the breakdown of talks with America's Kennecott Copper regarding the development of the Tedi copper deposit on Bougainville Island, the PNG Government now follows up its decision to go it alone in the early stages.

Penalties on police criticised

POLICE YESTERDAY criticised two Chief Constables who took disciplinary action against 40 policemen who helped themselves to tinned foods from an overturned lorry.

Ombudsmen not a weapon

THE RATEPAYERS' ombudsmen, created a year ago to investigate complaints about town halls, should not be used as a stick for beating local councils, a Minister said yesterday.

Chemical industry to spend £13m. on PVC safety

BY RAY DAFTER

THE chemical industry expects to spend some £13m. on improving safety standards for workers involved in the production of PVC (polyvinyl chloride). Since it had been found that PVC production, in certain circumstances, could cause a rare form of liver cancer, the industry has been engaged in a "massive engineering programme."

Improved

Mr. Barnes, of ICI's plastics division, told the British Plastics Federation/Plastics and Rubber Institute joint conference in London that improved safety standards had been achieved in the PVC production in the U.K.

Precaution

Results of liver function tests on workers in all British PVC plants had shown little difference between exposed and unexposed workers.

More jobs

Over the next three years, BMH plans to double the present area of its premises (there are 12 depots) and to invest in a major capital expenditure programme on plant and equipment.

1974 Proved a Good Year for both Turnover and Earnings, with Inflation and Rising Costs Posing the Major Problems.

Stora Kopparberg, the large Swedish steel, forest products and power group, is represented in the United Kingdom by Stora Kopparberg Limited, London, and Stora Steel Limited, Lye. The group's annual report is available in both Swedish and English.

General

Group sales in 1974 amounted to Skr 3,601 (€296 million), an increase of 38 per cent over the 1973 turnover of Skr 2,599 (€208 million). 50 per cent of the sales were to the Swedish market, 30 per cent to countries within the European Community, and 12 per cent to remaining markets.

Steel

Crude steel production at the Dannemora Steel Works totalled 1,151,000 tons.

Forest products

Production capacity in the Stora Kopparberg pulp mills was fully utilized, with total production amounting to 578,000 tons and records being set at both mills.

Mining

Total production of iron ore, including nine months of sole ownership of the Dannemora Mines in 1974, amounted to 1,550,000 tons, compared with 1,066,000 tons in 1973.

Power

The Company's electric power business in 1974 amounted to 2,499 m. kWh. Of this amount, 2,087 m. kWh was generated in the Company's hydro-electric power stations.

Outlook for 1975

Continued depressed demand can be anticipated in 1975. High costs are expected to be permanent as far as raw materials are concerned, and are expected to increase further in the case of wages and salaries.

HIGHLIGHTS FROM THE ANNUAL REPORT

	1974	1973	1974	1973
Sales	(€m.)	(€m.)	(€m.)	(€m.)
Operating profit before taxation	242	177	471	340
Profit before financial income and expenses	4.7	1.1	2.0	0.2
Net financial income and expenses	-28	-1.7	-15	-4.3
Profit after financial income and expenses	411	175	215	120
Net profit	56	10	45	17
Net profit per share	15.40	2.04	11.50	2.74
Dividend per share	2.25	1.25	2.00	1.20

Registered shareholders, Parent Company 37,500 15,400

Swedish Kronor are translated at the exchange rate as at May 20th, 1975: £1 = Skr 9.05

STORA KOPPARBERG

STORA KOPPARBERG, FALLUN SWEDEN. Steel, Forest Products, Power.

King & Shaxson

Extracts from the Statement by the Chairman, Mr. T. S. Hahler, M.C. for the year ended 30th April 1975

During your Company's year there has been a substantial fall in market rates against a background of a falling value of sterling and a rising balance of payments deficit on external account.

However a net profit of £528,565 was achieved and your Directors recommend a final dividend of 10.715 p, making a total for the year of 14.215 p. The maximum allowed under present legislation.

A transfer of £100,000 has been made from the Profit and Loss Account to the General Reserve. The published assets now stand at over £5,000,000. The inner reserves have been more than doubled thus raising them to the highest level in your Company's history. Your Directors have thought this necessary in view of the very uncertain outlook.

I am glad to report that King & Shaxson Fund Managers have had a good year. There has been a very satisfactory and steadily increasing flow of new business. In difficult markets the investment performance has continued to be highly encouraging. For example, the Bond Fund launched in 1971 has outperformed the F.T. Actuaries 20 Year Government Stock Index by 70%, as against 60% this time last year.

First International Reserve Securities Trust Limited, an international Government Securities fund, was launched in November, 1974, at U.S. \$100 per share. Currently the value of a share is U.S. \$116.36. It is intended shortly to introduce a feeder fund financed by dollar loans through which holders of sterling will be able to obtain an interest in the international fund.

Copies of the 1975 Annual Report and Accounts may be obtained from The Secretary, King & Shaxson Ltd., 62 Cornhill, London EC3V 3PD.

BURRELL

CHEMICAL PIGMENT COLOUR MANUFACTURER

TRADING RESULTS FOR 1974

RESULTS IN £000	1974	1973
Sales	6,111	4,986
Profit before tax	707	731
Earnings per share before tax	3.04p	3.11p
Ordinary dividends	0.6p	0.8825p

From the annual report

A trying year for the chemical industry: early high demand declined sharply in last quarter. Costs climbed steeply and price restraint reduced margins.

The outcome for 1975 cannot be forecast with any accuracy. With cash position considered satisfactory and provided rate of inflation in UK can be contained to that of competing countries, the company should be poised to take the utmost advantage of opportunities once consumer demand is restored.

Chairman: Peter Gibson FCA

The annual general meeting will be held at Winchester House, Old Broad Street, London EC1 on Thursday 19 June at 11.30 am. Copies of the annual report and accounts may be obtained from the Secretary.

BURRELL & CO. LIMITED
MARYLAND ROAD • STRATFORD • LONDON E15 1JH

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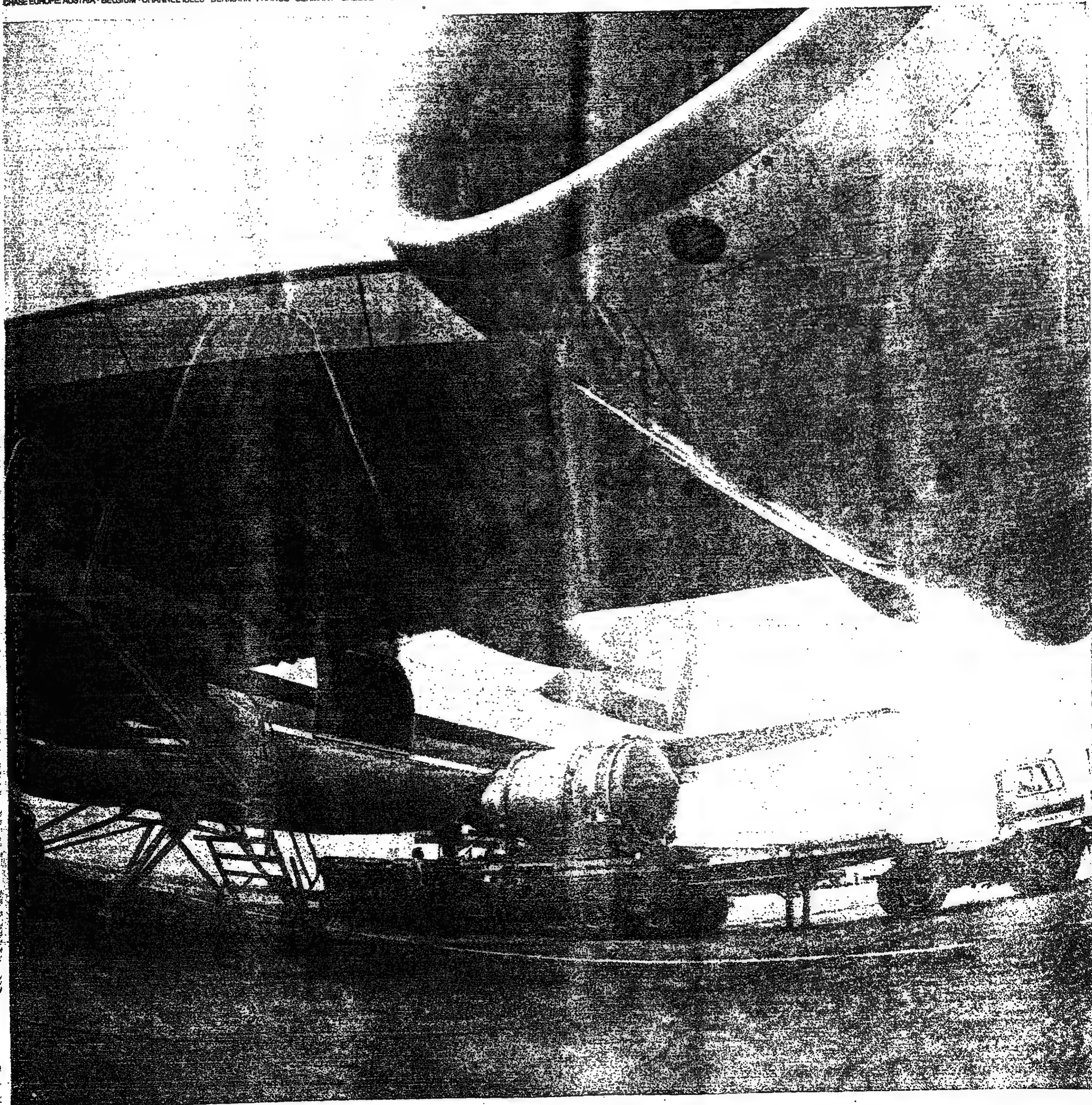
London, with its trained specialists throughout Europe, can orchestrate the most complex international strategies to meet your needs. This kind of innovative approach to trade financing only comes about through a real understanding of a client's business. Chase believes that the better we know a client, the better for both of us. Only in that way can our relationship be efficient, economic and specifically tailored to his needs. And for our client, it means that his bank can save him money as well as lend it.

Chase: The relationship bank.



CHASE

PHASE EUROPE: AUSTRIA · BELGIUM · CHANNEL ISLES · DENMARK · FRANCE · GERMANY · GREECE · ITALY · IRELAND · LUXEMBOURG · NETHERLANDS · SPAIN · SWITZERLAND · UK · USSR



ACCOUNTANCY APPOINTMENTS

Corporate Finance

£20,000 plus

Our City clients are seeking a top corporate finance executive to play a major role in the future expansion of its already substantial Corporate Finance Department. Remuneration negotiable from £20,000. Preferred age 35-50.

Candidates will, for preference, be qualified accountants, FCIS or lawyers. They are likely to be heads of or senior executives in Corporate Finance Departments of merchant banks or firms of stockbrokers or solicitors.

Please write or telephone in strict confidence to the Managing Director, John Courts & Partners, at 78 Wigmore Street, London, W1H 9DQ. Tel: 01-486 8849. Indicating briefly relevance of experience and quoting reference 723/FT.

JC&P

ACCOUNTANT FOR JAMAICA

Experienced, qualified Accountant required for old established highly reputable trading and industrial group in Kingston. TOTAL SALARY INCLUDING FRINGE BENEFITS £12,000 P/A. Managing Director visiting London early June for interviews. Write Box A.5078, Financial Times, 10, Cannon Street, EC4P 4BY.



Mervyn Hughes Group

59 St. Mary Axe, London, EC3A 8AR
Management Recruitment Consultants

01-283 0037
24 hours

Shipping Industry

Due to sustained growth, these two key appointments arise in the London co-ordinating centre of an international shipping Group and present an opportunity to join a very successful Group of companies.

General Manager—circa £15,000

This position calls for a senior executive of outstanding managerial ability and wide experience in the shipping industry, preferably aged 45-50. He must be capable of the general management of a Group with diversified shipping activities including ship crewing, chartering, shipbroking, insurance and operations. He should also possess an appreciation of financial and technical matters related to the industry. Salary and benefits are negotiable according to experience and ability. Later prospects to the Board exist. — ref: 5557

Financial Controller—up to £15,000

A mature and experienced qualified accountant is required to assume control of Group financial activities and development of the accounting function and systems. Candidates, preferably aged 30-45, must be fully experienced in all aspects of accounts relative to international shipping, possess strong managerial ability (including staff control) and capacity for rapid production of management information. The position will also involve some co-ordination and supervision of Group international activities. Salary and benefits are negotiable. — ref: 5558

Applications in strict confidence, quoting reference number, to D. G. Muggeridge.

Chief Accountant

Central London

An international oil company requires a young, dynamic accountant to set up a viable accounting system at the new U.K. head office. The self-accounting subsidiaries have a multi-million pound turnover and the Chief Accountant will co-ordinate their financial reporting. He will have the experience required to set up a new financial department and will personally be responsible for the work entailed, including recruitment of staff.

Applicants who will probably be aged about 30 should preferably have a good knowledge of French, are likely to have an entrepreneurial flair, be able to communicate convincingly with senior management — both at home and in Paris — and be able to grow rapidly with the company. Oil company experience would be advantageous but not essential. Candidates currently earning less than £5000 are unlikely to have the required level of experience. Prospects and benefits are attractive. Applications in confidence to B. L. Taylor. — ref: A5559



TAXATION ACCOUNTANT

CITY to £6000

THE COMPANY: A multinational group with a turnover of £250 million and interests in many aspects of international trade. The ramifications of the group are enormous with over 40 subsidiaries in the U.K. alone; in short, a dynamic and enterprising organisation offering the individual great personal opportunity.

THE JOB: An enterprising young man with potential is required to join the taxation department and become involved in the Group's Head Office tax affairs. He will join a small experienced and well-qualified team exercising control over the entire group's tax affairs from the Head Office in the City.

THE MAN: He must be qualified and will ideally have gained some experience of corporate taxation, although personality and potential are given very high priority. The post will be attractive to those of ambition aged 25-30, with a keen interest in the subject matter and a desire to build a rewarding and progressive career.

For further details, contact R.L. Welsh.

Reginald Welsh & Partners Limited
Accountancy & Executive Recruitment Consultants
123/4 Newgate Street, London EC1A 7AA
Telephone 01-600 8357 (3 lines)

ASSISTANT COMPTROLLER CHARTERED ACCOUNTANT

AGED 23/27

UP TO £4,500

Leading firm of stockbrokers require a young accountant who has obtained good experience in Financial/Management accounts with a large professional firm. It would also be helpful if he had gained some taxation/computer experience. A salary of up to £4,500 p.a. plus profit sharing and usual large company benefits will be offered to a suitable candidate. Brief details to Box No. A.5077, Financial Times, 10, Cannon Street, EC4P 4BY.

Charles Barker Recruitment

Use our Confidential Reply Service by sending us full career details and listing on a separate sheet any companies to whom we should not forward your reply. Write the reference number on your envelope and send it to our London office, 30 Farringdon Street, London EC4A 4BA.

Group Financial Controller

c. £7,500 plus car

A public company which is a leader in its field of speciality chemicals and associated products, seeks a Group Financial Controller. The job is based at the Group Head Office, which is about 30 miles north of London. There are subsidiary and associated companies throughout the world, and further growth is being actively pursued.

Reporting to the Group Finance and Planning Director, the person appointed will not be under 40 and should have substantial industrial experience as well as a recognised accountancy qualification. The experience should include some consolidation and tax knowledge; however, the ability to manage and develop the department and to contribute effectively as a member of a vigorous management team, is more important than detailed technical knowledge. The successful candidate will be able to demonstrate a broad perspective as the future opportunities are diverse. Ref 1321

Accountant

Central London c£6,000 p.a.

A progressive International Trading Group requires a qualified Chief Accountant. Reporting to the Directors he will assume control of all aspects of accounts and finance, including financial control of overseas subsidiaries, foreign exchange dealing with banks, routine costing, budgeting and cash control.

The successful candidate will be aged between 30-45, ACA or equivalent, accustomed to working in an informal atmosphere and may have a knowledge of international trading.

Benefits include health and pension scheme. Telephone John Williams London (01) 236 7030 Ext 343

PER PROFESSIONAL and EXECUTIVE RECRUITMENT

Reed Executive

The leading authority on the selection of financial management.

West Birmingham

Group Secretary to £7,000 + Company Car

Our client is a public group of engineering and foundry companies which now seeks to recruit a mature Chartered Secretary who has had several years' practical experience of Company or Group secretarial procedures. The successful candidate, who will probably be aged between 28-45, will be responsible for all Group insurance matters, management of the Group's pension scheme and he will undertake all the usual legal statutory requirements as well as taking minutes of Board Meetings etc. He will report to the Chairman and he will be encouraged to work on his own initiative effectively, efficiently and without fuss.

Telephone Birmingham Office 021-643 7228 (24 hr. answering service) quoting Ref 1209/FT. Reed Executive, 18th Floor, The Rotunda, Birmingham B2 4PB.

London • Birmingham • Manchester • Leeds • Paris

GENERAL APPOINTMENTS

Assistant to Company Secretary

Our client is the UK arm of a multi-national group. UK turnover is well in excess of £150m and profits are healthy.

Activities range from agriculture to food retailing. The UK operations have expanded very significantly in recent years.

This both calls for, and provides broad experience. You must be a Chartered Secretary or have a legal qualification with at least 3 years' experience in a Company

Secretariat, dealing with legal and statutory matters, with sound knowledge of pension schemes. It is unlikely that anyone currently earning under £4000 will have sufficient experience.

Location will be Bedfordshire. Relocation expenses will be paid if necessary.

Please write with full details to Malcolm Kennedy, Universal-McCann Ltd., 36 Howland Street, London W1P 6BD.

Universal-McCann

Internal Auditor

£4,500-£5,000 Acton, West London

Miss Selfridge Limited, a subsidiary of Sears Holdings Limited, has an international reputation in the fashion field, with 27 stores in the United Kingdom and further growth planned.

A Chartered Accountant (age 25-35) is required, who will be responsible to the Financial Controller, and whose duties will include audit and review of all financial control systems, recommendations for their improvement and the implementation of new systems. It is not envisaged that a large amount of travel will be necessary.

The Company operates a Pension and Life Assurance Scheme and BUPA membership is available. Financial assistance in relocation will be considered.

Applications, in confidence, giving full details of education and career to date, should be addressed to:

D. H. Scourfield, F.C.A.,
Miss Selfridge Limited
21/27 Warple Way, Acton, London W3 0RQ
Tel: 01-749 1252

SEARS HOLDINGS LIMITED

GENERAL APPOINTMENTS

MARINE SALES MANAGER

We are a member of a Group which is the leading Organisation in the supply of ships access equipment throughout the World.

We require a SALES MANAGER to be entirely responsible for the U.K. sales operation of our company, based in the North East of England. Applicants should be:

- Aged preferably 35 to 40 years with marketing and selling experience to the marine industry at the highest level.
- Ambitious with drive and the ability to demonstrate a high degree of initiative.

Applicants are invited to write, giving personal details to:

Chairman,
Macgregor & Co. (Naval Architects) Ltd.,
50, Salisbury Road,
Hounslow,
Middlesex,
TW4 6JP.

All replies will be treated in strict confidence. Our staff are aware of this advertisement.

Group Financial Director

c. £10,000

This is a key appointment at the Merseyside HQ of a major industrial group which has an established place in the UK and overseas.

As a member of the senior decision making team the successful candidate will be expected to make an effective contribution to overall business performance of the group and by his personal stature and business acumen significantly improve financial and management information systems.

A qualified Accountant aged 35/45 with experience of modern management control systems, preferably in an Engineering environment, is required.

Salary and fringe benefits are negotiable. Please ring or write in complete confidence to: I. M. G. O'Hare, Executive Director, Laurie & Co., 145 Oxford Street, London, W.1. Tel: 01-734 6111.

Laurie & Company

International Recruitment Consultants

FINANCE MANAGER

Essex

c. £6,500 + car

Our Client is a prominent company in the distribution industry and part of an international group. This vacancy for a Chartered Accountant, reporting directly to the Group Financial Controller, combines all the responsibilities of Chief Accountant with an unusually active role in company policymaking.

The second function arises from the Company's commitment to full financial analysis of their operations applied both to potential business decisions and to management performance reporting. The successful applicant will already have experience in these areas and will be keen to apply and develop appropriate financial techniques within a very progressive environment. He will also, of course, need to be mature

and experienced enough to run the routine financial and management accounting activities smoothly and efficiently, often to tight deadlines, and must be used to computerised systems. This position offers ample scope for individual contribution and excellent prospects for career advancement. A good range of fringe benefits includes relocation expenses to South Essex where the job is based. (Ref. D6385/FT)

REPLIES will be forwarded direct unopened and in confidence to the client unless addressed to our Security Manager listing companies to which they may not be sent. They should include comprehensive career details, not refer to previous correspondence with PA and quote the reference on the envelope.



PA ADVERTISING LIMITED, 2 ALBERT GATE, LONDON SW1X 7JU. Tel: 01-235 8060.

Handwritten signature/initials

GENERAL APPOINTMENTS

Chief Executive

£20,000+

A senior businessman and proven manager with natural high leadership ability is required to take over an established progressive group of companies in South Africa. As executive head with full profit responsibility to the Board you will identify yourself with the aspirations of a growing enterprise, well established and launched on a programme of growth demanding fully integrated manufacturing and marketing controls. The criterion is a fine record of general management achievement which would have been gained in industrial/engineering or consumer products. You will have knowledge of South Africa, probably a degree or professional qualification and be aged 40-45. Big company fringe benefits include rent-free house.

Please reply in strict confidence to Peter Kendall quoting Reference 1533/FT.

Robert Lee International

MANCHESTER 24 BERKELEY SQUARE LONDON W1X 6AR. BRUSSELS JOHANNESBURG

Managing Director

£10,000 plus

A.U.K. Company engaged world-wide in a comprehensive range of Marine, Civil and Mechanical Engineering projects, seeks a Managing Director. The company is part of an international group and the Managing Director will report to the Chairman of the parent Board. Candidates should be able to show evidence of success in a similar business in planning realistic but challenging targets for profitable expansion and in managing a team of diverse skills to achieve the required results.

A degree and professional qualification in engineering followed by experience allied to the field of the Company's business will be required. Age is not a factor, but it is unlikely that anyone under 45 will have the necessary experience and stature. A five figure basic salary is offered for this appointment. Please write to us stating current salary and how you meet our Client's requirements quoting reference MD 3562/FT on both envelope and letter. No information will be disclosed to our Client without permission.

Urwick, Orr & Partners Limited

Baylis House, Stoke Poges Lane Slough SL1 3PF

SUGAR TRADER REQUIRED

London based company trading internationally in soft commodities seeks a large based trader with a man aged 30 to 40 with proven record to establish department independently for trading in physical sugar.

Write in strict confidence to: Mr. A. S. 5081, Financial Times, 10, Cannon Street, EC4P 4BY.

INSTITUTIONAL SALES AND SERVICE ASSISTANT

Leading City Stockbrokers need an assistant aged about 30 with institutional experience in Equity Investment to work with Partners and Senior Executive Staff in the Institutional Room.

Good prospects for an ambitious person with drive and initiative. Salary by arrangement in the light of experience. Reply to Box A.5080, Financial Times, 10, Cannon Street, EC4P 4BY.

DOCUMENTATION CLERKS with Shipping

Compensation commensurate with experience. Apply to: Mr. A. S. 5081, Financial Times, 10, Cannon Street, EC4P 4BY.

TULLETT & RILEY CO. LIMITED

We are expanding our dealing teams on Euro Deposits, Sterling Deposits and Foreign Exchange. Applications are invited from men with experience in these areas. Contact:

Valerie Eyles
(Confidential Secretary to the Directors)
Tullett and Riley Co. Limited
35 Cannon Street, London, E.C.4.
Tel: 01-248 9260

All applications will be treated in strict confidence

INVESTMENT ANALYST

A well-established firm of London stockbrokers, require an Investment Analyst for their Institutional Research Department. He will be required to take over an established sector in the consumer area.

We would prefer a young man in his twenties, with several years experience of this work—either with a broker or an institution. The successful applicant will be anxious to enhance his City reputation by specialising on a manageable group of companies. He will be backed up by a keen Sales Department, but will be encouraged to develop his own personal relationships with a wide range of institutional clients. Remuneration, which includes a worthwhile profit-sharing arrangement, is by negotiation. Write Box A.5082, Financial Times, 10, Cannon Street, EC4P 4BY.

COMPANY NOTICES

AUSTRIAN ELECTRICITY
S. G. WARBURG & CO. LTD announce that the annual general meeting of the company will be held on Thursday, 27th June 1975, at 10.00 a.m. at the company's registered office, 15, Place Vendôme, Paris, on Friday 28th June 1975. By Order of the Board, J. W. L. 21st May 1975.

NOTICE IS HEREBY GIVEN that the annual general meeting of the company will be held on Thursday, 27th June 1975, at 10.00 a.m. at the company's registered office, 15, Place Vendôme, Paris, on Friday 28th June 1975. By Order of the Board, J. W. L. 21st May 1975.

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Factory to make 315 redundant

By Our Glasgow Correspondent

BECAUSE OF rising costs, Canada International of Glasgow is to cut its labour force of 1,100 by 315 women and 41 men by August, a company statement said yesterday.

The statement said "The increase in costs has meant an overall decline in demand. Related to present economic circumstances, this has required a review of our total manufacturing operation."

"To safeguard good employment conditions and job opportunities for the majority, it is vital to sustain the competitive sectors of our business. This will mean reducing our labour force by 315 (25 per cent) from August, 1975."

"It is essential to commence this reorganisation immediately to ensure that adequate time and funds are available for payment of generous compensation. Wherever possible we will offer employees alternative work within the factories at not less than their current rate of pay."

'Drivers lay golden eggs for Treasury'

MOTORISTS are being treated like battery hens whose sole function is to lay golden eggs for the Treasury, Lord Eirelli, chairman of the Automobile Association, said yesterday.

"Motorists were taxed as if they were a luxury activity and not a necessity of life strictly involved in work-related travel, he told the AA's annual meeting in London."

Lord Eirelli said motorists were being treated by the policies of four different Ministers.

Chancellor Denis Healey was the one with the "battery hen" philosophy.

While Mr. Healey is entitled to raise taxes by whatever means he decides, we cannot accept that Energy Secretary Mr. Virey is entitled to discriminate against the motorist in the name of oil conservation," he said.

At the peak of the oil crisis, Lord Eirelli, the Transport Minister, had introduced the 30 and 60 m.p.h. limits as a measure towards oil conservation, but all the evidence was that motorists were ignoring the limits and had imposed their own disciplines on themselves.

He appealed to Mr. Mulley to remove the speed limits when they came up for renewal in November. Such a policy would be supported by Home Secretary Roy Jenkins. "He must be well aware that the police are taking very little notice of the regulations."

The effect of inflation last year, the meeting was told, had meant a deficit on the car's work of £125m.

APPOINTMENTS

Two Board members at Tricentrol

Mr. Joseph Godber, Conservative MP for Grantham, and Mr. Hamish Orr-Ewing are to be elected to the Board of TRICENTROL at the annual meeting on June 20.

Mr. William E. Doole has been appointed chairman of BROOKS AND WALKER and three associated trading concerns. The companies are in the Furness Wilby Group.

Mr. J. H. Bayfield, chairman and managing director of Chocolatier Veltin, has been appointed a director of SUCHARD CHOCOLATE.

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GOLF

BY BEN WRIGHT

British and Irish trail 8-4 in Walker Cup

ST ANDREW'S, May 28

ON A DAY when fortunes fluctuated bewilderingly and finally in favour of the Americans, the great British and Irish challenge—trail at the end of the Walker Cup match over the C&D Course, by 8 points to 4.

We won but one foursome, the high mains in which last-minute substitutes, English champion Mark James, a 21-year-old, born in Manchester, and Richard Eyles, a similarly slimy-built Englishman, beat the current American champion, Jerry Pate and Dick Siderowf, a former winner of the British Amateur, at the final hole.

As if that had not been a fiery enough baptism for the courageous James, he had to meet the highly accomplished Pate again in the top singles match after lunch and—glory be—he beat his man most convincingly by 2 and 1.

The only other winner in the afternoon session was the sole Irish representative, Pat Mulcare, who had the benefit of a huge crowd of fellow countrymen applauding his efforts, enthusiastically as he beat poor Siderowf at the final hole with a marvellous birdie three.

Two others merged with credit and half a point each from the afternoon's proceedings, John Davies sharing the spoils with perhaps the most talented American, Curtis Strange, and Scotsman Ian Hutchinson becoming the only man ever to have won even half a point in Walker Cup singles—against the veteran American, Bill Campbell, who had previously won all his six singles in a remarkable post-war display.

James was not aware that he was playing this morning until his captain, Dr. David Marsh, telephoned him at 7.15 to break the news that he was to substitute for Peter Hedges in the top foursome.

Poor Hedges slipped on the hot floor in his hairnet last evening and was so badly cut about the forehead and nose that captain Marsh had to rush him to hospital for emergency stitching.

Hedges was still feeling unwell this morning but he practised this afternoon and has pronounced himself fit if required, for tomorrow's uphill struggle.

The quiet youngster, James, lists as his hobbies Yoga and reading books on science fiction. He indulges in both to relax himself enough to sleep last evening he stood on his head for some time, but he was remarkably upright all through the day put down the left to right slope for victory.

For three winters James has laboured in a food warehouse to build up his strength and capital to play golf through the summer, so this was the perfect reward for his labours.

In their triumphant morning round, James and Eyles took control of the game against their much more experienced opponents at the 13th hole, where Eyles got in a nine-foot putt for a winning birdie 3.

At the 16th, Eyles was forced to roll in a five-foot putt for a half in 4 and then, as the British, suddenly led by 1 up at the time that it mattered, they made a terrible mess of the dramatic 17th, the legendary Road Hole.

James took the wrong club for the second shot, a 5-iron, and was some 20 yards short of the green.

Obviously determined not to be short at all costs, Eyles then hit his pitch and run shuttling over the green on to the road. James chipped up remarkably well and Eyles holed another putt to force the Americans to make a par 4 in square the match.

The British pair finished in the most wonderful manner when Eyles hit a glorious second shot seven feet beyond the 18th hole and James, with the minimum of fuss and bother, holed the birdie putt down the left to right slope for victory.

Alliance to merge with Scots building society

BY MICHAEL CASSELL

THE Alliance Building Society, Britain's sixth largest, yesterday announced a merger with a Scottish society which will push its assets up to £750m.

Proposals to merge the Inverness Building Society with the Alliance will be put to a special meeting of shareholders in Inverness on June 25. Assets of the Inverness stand at £6m, and if the merger goes through, the assets of the Alliance in Scotland alone will total £100m.

In Scotland, the percentage was still under 30 per cent, although there was now every indication that the differential was being eaten away.

The trend, Mr. Cox added, was especially marked in the east of Scotland where growing property was being reflected in the size of the average mortgage. The average loan was now £7,100 compared with £3,300 four years ago, an increase of 100 per cent. In the rest of the U.K., however, the increase had been only 68 per cent.

Mr. Cox also disclosed details of a survey conducted among local authorities on council housing costs. The inquiry, based on returns from only nine of the 35 authorities approached, showed that the average weekly cost of a new, three-bedroom home built to Parker-Morris standards was £34.80 per week.

With average rents calculated at £3.80 a week, the average cost to be met, ignoring rebates, was £29 per unit each week. The Alliance also pointed out that some councils charged rents only for 45 or 50 weeks a year, in which case the level of subsidy would be higher still.

Mr. Cox commented: "We are told that the figures on weekly costs would have been even higher if more authorities had responded. Figures from one London borough and another Scottish city would, we were informed, have made our hair curl."

"We are not against council housing, as it has an important and continuing role to play, but we feel that the true cost of supporting such a programme should be appreciated by everyone."

Differential

Mr. Roy Cox, chief general manager of the Alliance, said yesterday that the demand for local housing costs. The inquiry, based on returns from only nine of the 35 authorities approached, showed that the average weekly cost of a new, three-bedroom home built to Parker-Morris standards was £34.80 per week.

In England, 52.5 per cent, of all homes was owner-occupied

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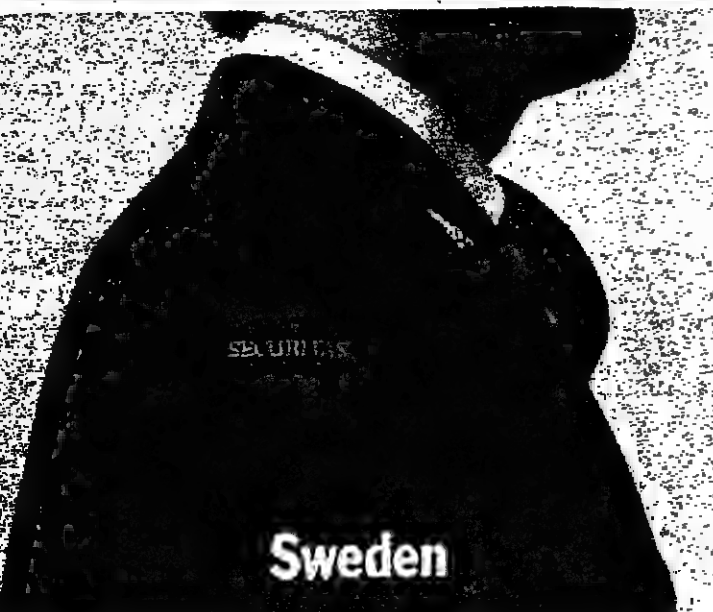
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FINANCIAL TIMES SURVEY

Thursday May 29 1975

INDUSTRIAL SECURITY

You rub shoulders with us all over the world.



A lot of people know a little about us.
Not many know a lot.
Which is really just as it should be if you are
in the security business.

But just for once we're stepping out of
character.

The reason is very simple.

If you are going to expand to meet market
needs you can't stay within the confines of your
own back yard.

The world is changing too quickly for insular
attitudes to succeed.

This applies as much to security as it does
to industry.

So as our clients have expanded so have we.
Today you'll find us in 12 countries.

Not always with the name Group 4 but
certainly with all the expertise which has made us
the No. 1 security organisation in Europe.

We have found this broadening of our
activities particularly stimulating. It has stimulated
new ideas, new techniques, new solutions to old
problems.

For example, the solution to a problem in
Japan has been successfully applied in Belgium.

Developments in the store detectives field
in the U.K. met with great success in Portugal.

Our aim is to provide a total security service.

That service is truly international in the areas
of cash carrying, guarding, electronic alarm
systems, and retail security.

So when you next consider international
security look over the shoulder of the person you're
talking to.

See what's behind him.

It could be us.

Contact our National 24-hour Information

Centre:

7 Carlos Place, London W.1.

Tel: 01-629 8765 or contact your local office
through the Yellow Pages.

Keeping what's yours, yours.

group 4
TOTAL SECURITY

Member of Securitas International
Member of BSIA

Parent Company: Securitas International A.B., Fack, 201 30 Malmö 1 Sweden Tel: Malmö 74500. International Head Offices: GROUP 4 HEAD OFFICE: Farncombe House, Broadway, Worcs. Tel: 2621 Telex: 339571. REPUBLIC OF IRELAND: Group 4 Total Security, 6 Belvidere Place, Dublin 1 Tel: Dublin 742181. SWEDEN: Securitas International A.B., PR-avdelningen, Lindhagensgatan 74, Fack, 102 20 Stockholm Tel: 08-13 10 40. NORWAY: Norske Securitas A/S, Langesgate 4, Oslo 1 Tel: Oslo 110035. BELGIUM: Securitas Nouvelle Société de Surveillance et de Sécurité S.A., Avenue des Carrières 33, 1040 Brussels Tel: Brussels 356130. FRANCE: La Vieille Parisienne, 50 rue de Londres, 75008 Paris Tel: 2920415. PORTUGAL: Securitas Custodia Lisboa, Organizacao de Vigilancia e Prevencao, Avenida Infante Santo 61, Lisbon Tel: Lisbon 66 96 39. HOLLAND: Securitas Maatschappij Voor Bewaking En Veiligheid N.V., Mariaplaats No. 3, Utrecht, Holland Tel: Utrecht 310762. JAPAN: Security Patrols Ltd., (Nippon Keibi Hoshu K.K.), First Floor Sankaido Building, 1-19-13 Akasaka, Minatoku, Tokyo Tel: Tokyo 585 2061. LUXEMBOURG: Securitas Société de Surveillance et de Sécurité S.A., 16 rue du Fort Wallis, Luxembourg, Grande-Duché de Luxembourg Tel: 48.97.16/17. ITALY: Group 4 Italia S.p.A., via Sommacampagna, 15/17/19, 00185-Rome, Italy Tel: 461 756.

Shoplifting remains a problem

MUCH PUBLICITY has been given in recent years to shoplifting, particularly the special problems of London's West End stores which suffer at the hands of foreign tourists who, it is said, do it partly because they do not fear the social consequences of detection when away from home.

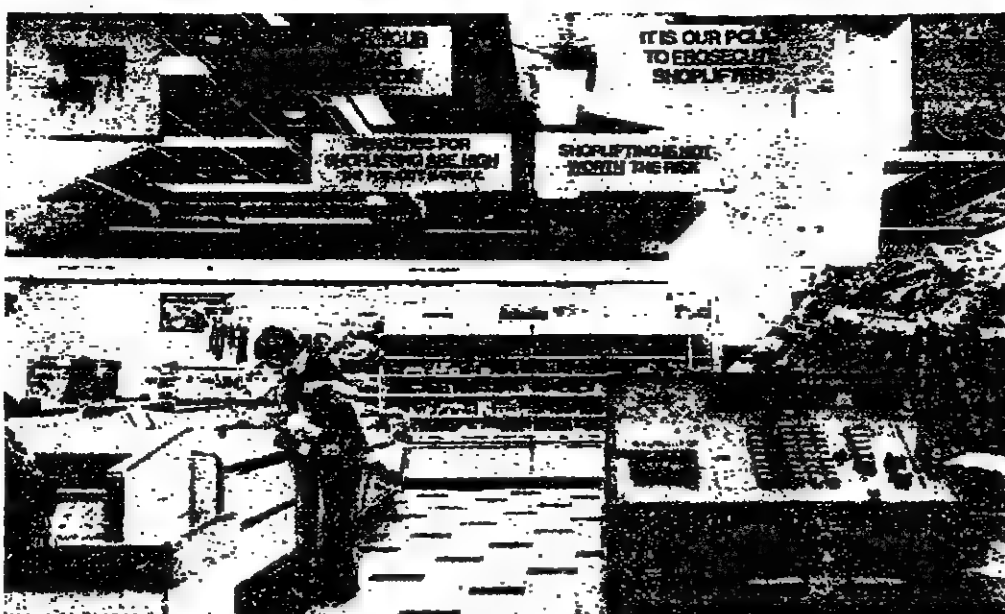
Stories of housewives overrunning the ready-to-hand displays of the supermarkets are also in the courts regularly and reports of gangs of children competing with one another to see who can "lift" most in a given time are handed about.

Certainly, the security experts will say, these things are problems, and should be taken seriously. But all seem to agree that this emphasis on shoplifting as the security menace in the retail trade is misplaced. They would rather talk about and tackle the problem of internal pilferage. Staff dishonesty, they will say, is the real problem. Shoplifting is often used as an easy explanation of losses that the retailer will euphemistically describe variously as "shrinkage" or "wastage".

It is accepted in some sections of the retail trade that the employees must be expected to "steal" to put a figure on

Accepted

So much an accepted part of the retail trade has pilferage become—and incidentally dishonesty in stocktaking, book-keeping and cash control frequently disguise the extent of the problem—anyway—that retailers account for it in their budgets. There is the story of the British supermarket chain owner who said that if he did not lose 2-4 per cent of his turnover by pilferage he sacked his display manager. This is not only an open acknowledgement of pilferage, with the implication that the customer makes up the cost through higher prices, it is also an acknowledgement that advertising and display techniques make people



Examples of signs available as a new type of shoplifting deterrent sign introduced by Volumatic Ltd. of Coventry.

want standards they cannot afford. People feel they are missing out, so they take what is often very easy to take.

Another story tells of the managing director of a retail chain who calculated that £5 per employee per week was being lost through internal

pilferage. He called the workforce together, announced £5 a week pay rise for all, and pointed out all the new security precautions, implying that was the day on which internal pilferage would end. It seemed a reasonable solution to the problem. Then a voice from the

tail this internal dishonesty. Key elements in this are staff selection and supervision, adequate cash control through the use of a proper cash register perhaps recording the number of sales and the number of till drawer openings with or without sales, control over the giving of refunds to customers, and the imparting of a general feeling that the management is reasonably vigilant, and likely to notice if someone "has their hands in the till."

Understaffed

It would be a mistake, though, to discount shoplifting altogether. One of the problems here is that what is made attractive to the genuine shopper will be equally attractive to the shoplifter, and the supermarket display that is designed to place no barrier in the way of the impulse-buying shopper, makes life easy for the shoplifter, working on impulse or not.

Shoplifters work at all times, are especially busy or understaffed. They do not confine themselves to small, cheap items but particularly in stores that have low volume goods find their way into the shoplifters' bags. The techniques are well-known—sleight of hand, the "I'll just

look at it in daylight" play, new clothes put on under old ones in the fitting room, or a team operating a system of diversions. In theory there is no reason why a shop should complain about losses incurred in these ways. There are many precautions that can be taken, and many low-cost devices that will deter and prevent. In practice, store owners do not find it quite so easy.

One of the most familiar security devices is the simple convex mirror that allows store staff to see round corners and keep an occasional unobtrusive eye on the "just looking" customer. More sophisticated is the closed circuit television camera, which can be sited more discreetly than the mirror—although the deterrent effect is lost in this way—and can be remotely controlled to pan and zoom if need be.

There are obvious methods of preventing the lifting of expensive items, like simply chaining them to the shelf. More discreet is the electronic alarm. This can be triggered if an item is moved, or it can be rigged to go off unless handled by an assistant using special equipment. The store detective is another useful security precaution, though vigilance by all the staff will help. For deterrent effect, notices pointing out the use of various security devices are quite useful, and a clear policy of prosecution in every detected case will help.

One of the fundamental factors, both in shoplifting and internal pilferage, is layout. For the shoplifter, dark corners, shelving behind pillars and bad lighting make the task easier, and for staff the proximity of a staff car park, say, to the shop itself is a temptation.

One of the over-riding factors in the retail trade generally, whether the "wastage" is through staff dishonesty or shoplifting, is that profit margins are narrow, but turnover is regarded as the important yardstick, rather than profit. Pilferage losses that amount to just 1 per cent, of turnover may not sound bad, but if they represent the loss of 25 per cent of the profits the picture is not so good.

Hugh Colver

Commercial espionage

INDUSTRIAL ESPIONAGE is the kind of topic which is seldom discussed. In the media and especially in television and the movies, it is portrayed as a glamorous profession in which two equally demagogical James Bonds outgun each other at frequent intervals. In fact, the real thing is nothing like that at all—very often, simple, technical, by management can avoid the hazards of industrial espionage. That is, if the hazard is recognised at all.

For some reason there is a deep-seated reluctance in this country to accept the existence of industrial spying. This is reflected in the absence of any meaningful legal framework which would attempt to define what amounts to a crime and what does not. The position is, towards business has provided very vague and basically, only more opportunities for information

leaks—market research and data processing are two obvious examples where a group's data is at risk.

Unfortunately, unlike tangible assets like cash or securities, such assets like technical or marketing expertise—often built up over a long period—are not always insurable. Once in the hands of the competitors, the advantage is lost and cannot be reclaimed without further effort.

The threat of losing vital secrets to the outside world comes not only from the outside, that is attempts by the competition to get hold of such information forcibly, but also from the inside—from the firm's own employees.

A desperate or greedy employee can play havoc with a firm's vital information if he

becomes so motivated. Of course, such information does not have to find its way into the hands of the opposition to become destructive. Information on a firm's internal policies can cause havoc within the firm, too.

Management, then, should become more aware of the extent and danger of espionage. Once it has adopted the attitude, it should install the necessary equipment to ensure as far as possible against such acts.

Some of the equipment is cheap and simple to operate yet can be very productive in ensuring security. For example, the ordinary document shredder costing between £50 and £2,000 is an obvious waste bin at the end of a working day can give an unscrupulous person seeking information some valuable clues. So why not simply

destroy them? Other equipment could involve alarms, audio systems, closed circuit television to monitor movements and introducing a system of identity passes and permits.

It becomes important, too, to establish the appropriate kind of structure in the organisation in order to ensure maximum security. For example, allowing as few staff as possible access to vital information; making staff sign for such access; or other suitable restraints. Of course, those procedures may not stop the spy who breaks in at night. But when information is missing or there are suspicions about leaked information, at least the management knows where to start.

The market in the U.K. for security systems using television screens is estimated at around £21m. a year. One of the new systems on the market is that developed by Movalarm. This system, which is terminalised, means that each terminal can accept up to 10 cameras, all serving a single monitor screen. The monitor screen can be switched manually to any one of the camera locations as required or it can operate automatically.

If an intruder is detected at any of the locations covered, the monitor will automatically switch to the area concerned and an alarm attached to the monitor will signify movement at that location. In addition to camera surveillance, other security equipment like ultrasonic and light beams, magnetic switches and pressure mats, can be connected to the monitor system, activating the alarm in

the same way as the camera alert.

Group 4 Total Security has on the market its Securimeter access control system which provides round the clock control of access points to computer rooms, research laboratories and any other area. Only authorised persons who have been issued with an electronically sensitive pass and a secret personal code can gain access. And even their access can be restricted to specific times of day or night. The group also provides services like beat alarms, patrols, guards and so on. There is a choice of services and over 400 detectives. The group will do a free survey of your security problem.

There are also, of course, private firms or consultants which can either advise you on how to alleviate your security problem and/or actually help in solving it.

One such company is "Euro-Tec" investigators and consultants run by Mr. Gary Murray, an expert in the field. His services vary from investigating leakages of confidential information and so on, patrols and surveillance by plain clothes security agents and VIP security.

The firm operates with the normal sophisticated equipment like radio patrol vehicles, long range cameras and security alarm systems. But it also has its own private aircraft to chase those unscrupulous spies.

Management should become involved in adopting the right security control in the firm, using the right kind of equipment.

Roy Levine

Vehicle protection

ANYBODY IN the transit business knows that it can be difficult to get insurance without having to install some form of security and alarm system on his vehicles.

As a generalisation it can be stated that most people are reluctant to buy a non-productive asset like alarms or locks unless there is some pressure of urgency to do so. For that reason, the market has remained small, and some outside agencies are around £300 to £500 a year.

The first thing to take into account when considering what kind of equipment to install is the degree of protection needed. For commercial vehicles, the equipment can range in price between £25 and £150 for each vehicle, including installation charges.

The two main companies that specialise in transit insurance are the National Transit, part of the Sun Alliance group, and Parcels and General, part of the Norwich Union group. Of course, there are other insurance companies—that have

departments which cater for transit insurance.

If the security equipment is installed on a contract basis, the first thing the contractor will do is to assess the insurance company's requirements and to try to match them with the appropriate equipment. A certificate of what has been installed is then issued to the client who can forward it to his insurance broker and hence to the underwriter.

The actual equipment can vary from an automatic alarm system, auxiliary power system (so that if the battery is disconnected the alarm will still go off), physical locking devices like extra door locks and, finally, "immobilisation," a process which breaks the ignition current through the alarm system.

Some firms, like Stella Components, also do specialist jobs for clients—one job just completed for the tobacco firm, Gallahers, involves a system that controls all the ignition circuits. For the private motorist the simplest security system is the Krooklock, which costs around £5 to £6. More sophisticated systems can cost between £20 and £30 and can involve a combination of installing micro-switches to all doors, the bonnet and boot as well as immobilisation.

The U.S. company, Brooks, has various specialised components for security like its Kingpin lock for trailers which has a foolproof locking mechanism completely sealed with a dead bolt locking bar. This prevents unauthorised tractor trucks from connecting to trailers and can be easily installed.

There is also the simpler new Brooks Poly-Lok plastic car seal where the spearpoint is inserted into the locking sheath. This can be used for freight car doors, truck doors, tank cars, as well as warehouse doors, etcetera.

Severe

When it comes to protecting aeroplanes, there are problems rather more severe. Apart from normal security risks, there is the added risk of hijackers. All of us who have flown in the past five years have been confronted with the array of security checks that involve us at most airports these days. But there are also unseen devices that can add to the degree of security which an airport can provide.

For example, the British firm of Movalarm has developed a range of security surveillance systems using television and electronic techniques, which can be used to monitor the entire

perimeter of an airport from one small room with perhaps only two operators. Also, this is done without the need for constant watching of the monitor screens since an alarm on the monitor will sound at the same time as the TV screen shows the area where the intrusion has taken place. A patented system of automatic movement detection using remote TV cameras and other electronic devices is the secret of the system. It is claimed that the system can detect an intruder in the dark at some remote part of a guarded location, follow his movements constantly, present clear pictures of his actions and permanently record every detail in close-up.

Repeat

If several intruders are detected at different locations all the events are automatically shown on a repeat basis.

Cameras can be static or manually controlled for pan, tilt and zoom or they can be automatically controlled and will point themselves at the correct spot at the moment of intrusion. The system will then be remotely controlled to follow an intruder, automatically switching from one camera to another to keep the person in view.

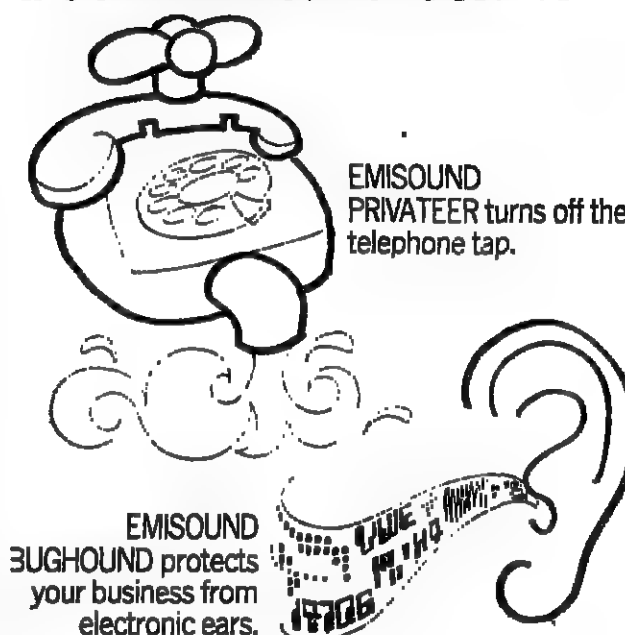
The system incorporates an output to a video tape recorder for permanent records and rapid playback. Any number of cameras can be deployed, simultaneously serving a single monitor screen which is automatically switched to the camera covering the intruder. Another system, called Rapider, is being tested by British Airways that could remove the need for about 95 per cent of the personal checking that is carried out at Heathrow.

Stage one is a simple gateway like an ordinary doorway which serves to reveal the presence of metal on the person of a passenger walking through it. This is linked to Stage two which consists of equipment based on a compact X-ray unit providing a display of the contents of hand luggage at a point near the detector gateway. This unit operates within a lead screen and can provide an enlarged display of any section of the bag's interior.

Stage three adds to the above an explosive gas-sensor detector which operates by extracting some of the air from the container to be tested and analyses it for traces of explosives. International Aeradio has developed the system and is now offering world-wide installation.

Roy Levine

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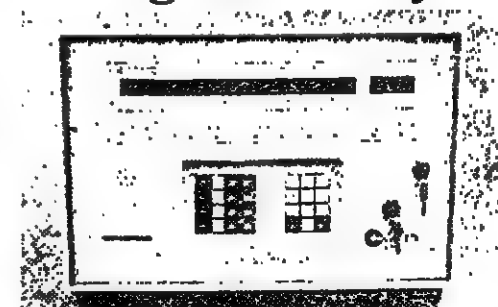
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INDUSTRIAL SECURITY IV

The private operators

THE GROWTH of business and its increasing complexity is one of the main reasons for the rising burden of thefts in offices, factories and banks. Bank robberies, for instance, which were once the domain of the Hollywood adventure film, have become quite common as organised crime has mobilised itself and even political organisations have embarked on "fund raising" ventures.

But transporting and holding money is not the only risk to-day. The increasing use of computers has placed a strain on the storage and transport of computer tapes. Even the transfer of documents has become a hazardous experience and often professionals have to be called in. For the private person who needs the help of a security specialist, there is the Association of Private Detectives which deals in serving writs and

divorce cases but can put you in touch with a suitable expert in security.

For the corporation there is the British Security Industry Association which has over 60 members. It was started in 1967 and dealt first with alarm systems but since then has grown into four divisions covering alarm systems, patrols, safes and locks and transport. It also sponsors the National Supervisory Council which aims at maintaining a high standard of maintenance and service.

Expansion

There are various organisations throughout the country which deal with security matters. The big three groups are Security Express, part of the De La Rue group, Group 4 Total Security and Securicor.

Securicor, an all-British

owned and controlled company, was founded in 1933. It was a small organisation until the end of the 1939-45 war when the total number of uniformed men had been reduced to only two. From then it slowly grew; in 1948 there were 60 guards; in 1952, 170 and in 1960, 650.

Expansion became more rapid and by 1969 the total staff in the U.K. was nearly 11,000 and in addition there were over 3,700 employees in the Securicor companies overseas. Now there are 312 branches in the U.K. employing 14,000 people, and 58 overseas branches employing 8,885.

The company has a turnover of over £40m. per annum and makes a contribution towards overseas earnings through its world-wide subsidiary companies.

One of the main reasons for the considerable growth of the company and the industry. In little over a decade has been the need to carry cash in secure conditions and to protect the employees of industry and commerce from the hazards of attack.

To enable the safe transit and storage of money, particularly during periods when the banks are closed, many of the Securicor branches are equipped with vaults for valuables. Securicor is the only company in Europe which has also carried through an extensive building programme to create its own purpose-designed and built security centres, of which over 80 have been completed.

Associated with cash-carrying is a wage-packeting service, "Paypak," which protects cashiers at a cost which is generally competitive with firms' own cash-handling arrangements. At least £30bn. in cash is carried annually in the U.K. of which Paypak accounts for £2.04bn.

Under the Paypak system, the cashier provides the security firm with a payroll and a cheque for the sum to be paid out. Securicor guards collect the cash from the customer's bank and deliver it to the local Securicor security centre. In cases where the customer processes his payroll through a computer, Securicor's Security Delivery Service collects it from the computer centre and delivers it to the wage packeting office. There, trained staff divide the cash into wage packets in accordance with the payroll. They also triple-check the envelopes made up.

Vaults

The money is kept safely in the security centres' vaults, and when required for payment it is delivered by the armoured car service, either to the client's office or to any number of sites or premises.

This service is used by large undertakings such as builders and contractors whose staff are distributed over a number of sites, and to firms where the service total labour force tends to be



Group 4 security operators on cash-carrying duties, delivering to a customer's premises.

high in relation to the administrative staff employed to run the business.

The main business of the company in its earlier years was the protection of private houses during holidays and when their owners were away, the service being provided by uniformed guards travelling on bicycles. The important feature of the established procedure for the protection of property is in the system of contact. Instead of waiting for the alarm, which may not come until too late, the Guards telephone the local control centre at frequent pre-arranged intervals. The absence of a call saying that all is well causes an immediate alarm to be instituted by the security company.

For prestige buildings, Securicor offers a service of duty officers whose abilities allow them to deal not only with security and fire hazards, but also to cope with emergency situations.

All Securicor staff engaged in operational duties are medically examined. They are subjected to a rigorous screening procedure that investigates either background history for at least 15 years, or back to the school days of younger men. For those in appointments carrying a high security risk, the screening is a continuous process.

The company also offers among its services a radio patrol service, either to the client's office or to any number of sites or premises. This service is used by large undertakings such as builders and contractors whose staff are distributed over a number of sites, and to firms where the service total labour force tends to be

tors who provide supervision and assistance if necessary and who also make unscheduled spot-check visits to Internal Guards. In any emergency the full resources of the organisation are immediately available through radio contact.

Many patrols are provided for the property protection on building sites. The days when plant and materials could be left unguarded have passed; the increased value of building materials enables the modern thief to convert them into hard cash. Items such as plumbing materials, metals, sink units, kitchen and bathroom fittings and prefabricated units of all types, give rich rewards to the thief.

Available

To assist commercial communications with Common Market countries a Security Delivery service is now available to some of the Continental capital cities via the cross-Channel hovercraft and Securicor branches on the Continent. Securicor Global Couriers offer a service for the carriage of special consignments in a door-to-door delivery service on an international basis too. The couriers provide a "pool" of security men carrying documents, contracts, jewels, tenders, bonds, computer data or other valuables.

Securicor Security Delivery Service has over 900 vehicles for long distance carriage and vehicles for local deliveries, covering an estimated 1,000,000 miles per week. It carries over 700 tons per day, mainly computer data, between over 8,000 collection and delivery points, a great many of which are banks.

The service was first initiated to meet the problems of concerns such as banks, local authorities and industrial and services—including bank and

commercial organisations generally, who require computer data to be transferred between various installations of their own, and the needs of organisations which "buy time" on computer installations owned by other concerns.

Although much of the material handled by the service is connected with computer work, it caters for most goods not involving high risks in transit such as artwork and photographs for advertising agencies, examination papers for educational authorities, blood plasma, spare parts for heart and lung machines, tapes and films for the broadcasting and television companies and in fact any parcel will be collected and delivered to any part of the country, normally by the following day.

Of these items, the most rapidly expanding side of the service is the movement of spare parts for vehicles, agricultural machinery and specialised equipment. Several companies are now making a special feature of their service to customers by offering "next day" spare parts services. The vehicles and drivers can also be hired on an hourly basis, both on isolated occasions and as part of a contract.

Another prominent company in the security industry is Group 4 Total Security, the U.K. member of Securitas International, a group of companies which together forms one of the largest security organisations in the world outside the U.S.

With about 13,500 clients, compared with 1,600 only six years ago, Group 4 turnover is currently running at about £11m. per annum, contributing some 15 per cent of the turnover of Securitas International.

Group 4 comprises three operating divisions: guarding authorities and industrial and services—including bank and

principal industrial areas of U.K.

Any security system relies the quality of its people recruitment, at any security company is vital. For instance the initial selection and vet processes at Group 4 rule 19 of 20 applicants. Contin training, too, is essential over 1,500 people will attend residential courses at the end in 1975.

One of its new developments is the "Securifon" signal network, covering over square miles of the Greater London area, which has been operational since 1971. By 1975 the system will cover an area of some 2,500 square miles in the U.K.

The company points out that retail security services have particular relevance at a time when retailers are estimated to have lost about £500m. a year "shrinkage" stock losses, shoplifting only, accounts perhaps around 25 per cent shrinkage. Store detectives more than make up for the "Full Service" operates against every source of losses, with store. Retail security services introduced in 1964, now employ over 400 fully trained detectives. Guarding services were first to be introduced by Group 4 began operations in U.K. in 1951 and they account for some 60 per cent turnover. Cash-carrying business grew by 30 per cent last year and in eight years since Group entered the alarm field.

Roy Levy

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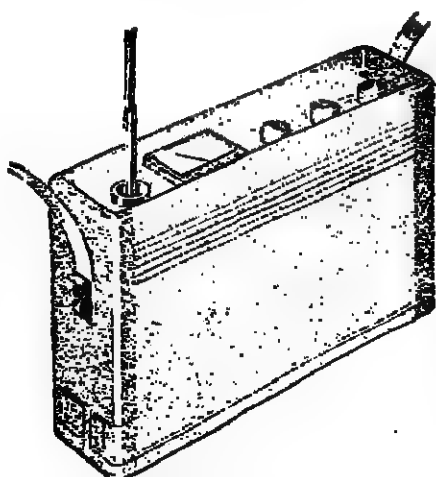
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Company safeguards

BRITAIN MUST BE one of the few advanced countries in the world where citizens enjoy the right to anonymity and are not required to carry at all times the official means of identification that is common practice, for instance, on the Continent.

But citizens are one thing; employees of an organisation handling valuable goods or documents are another, and in many companies where tampering or spying could cause serious harm to their business, identification cards or magnetic access cards are de rigueur.

Their use could be made much more widespread, despite some staff resistance, because identity cards or magnetic key cards are simple to provide and use and the amount of delay they might cause for vetting or for lock actuation is really not significant when weighed against the possible losses following a break-in.

However, if such problems are considered insuperable then there is the possibility of installing equipment and distributing cards to authorised personnel that will actuate locks without any need for insertion into a reader slot. Mastiff is the name of the equipment and its originators assert that there is no way of copying the device in the card which prevents the alarm from sounding and unlocks the door through its action on the field around the door.

Competing systems include sophisticated controllers such as those provided by Group 4 (Securimaster) and GBC (Identilogix) and Cardkey. These accept the magnetic card in a small box which has push-buttons superimposed. The would-be entrant has to key in a code corresponding to the one stored magnetically in the card

—an extra guarantee against theft—or an alarm, strident or remote in a security centre, will sound.

Securicor, Morane Plastic Company, ADT, and Rapid Data all provide identification cards for their clients. The production of an unalterable legend and photograph. Any attempt to interfere with the tough plastic in which the portrait is embedded or alter the embossing is clearly detectable. In most cases, a fingerprint and signature can be included if the user so desires.

Morane has an on-the-spot portable ID kit weighing only 30 lb and containing all that is needed to make low-cost cards; instant camera, pouches, photo punch and laminator. The time from making the photo to the finished card is under two minutes.

Deterrents

These systems are a strong deterrent to the snooper and the thief on company staff. But companies with valuable goods to protect must also allow for intruders at any time of the day or night and for the purpose of detecting their presence before they can cross a security fence or penetrate into a locked building, several methods are possible; some of them quite simple and cheap to install.

Closed circuit television, preferably with night vision tubes, can be used to watch a perimeter fence. The advantage here is that the progress or otherwise of an intruder can be observed on a display and the police summoned discreetly. This, in view of the mounting tide of violence, is a distinct advantage. In conjunction with such

equipment, hidden cine cameras can be used to make a full identification record of a criminal.

Simpler methods of invisibly guarding property rely on infra-red lamps and detectors. The invisible beam guards doorways and, if broken, will set off an alarm or summon assistance.

Ultrasonics can be used to flood a whole building in sound pitched so high that while it will not register on the human ear it does register on detectors with very high sensitivity. A body penetrating into the room—or even a door opening—is immediately sensed.

Such equipment can be turned to ignore traffic vibration or even movement of curtains around an open window.

Similar in concept, but more suitable for outdoors are extensions of Gunn effect devices, which emit a fan of radar pulses whose reflections are detected by a single disk aerial. Movement across the fan of radar pulses immediately alters the reflection pattern.

Many companies, particularly those which have found them effective in retail outlets, are beginning to consider the advantages of using inductive loops to protect goods of considerable value normally packed and stored in boxes.

When companies do not equal to providing their security services it is possible to call in specialists who now taking on an amazing diversified group of Securicor, for instance, identified one of the key features of its "Guardians" as protection from detection of which is costing industry £180m. a year.

Building site property protection is another important role and the value of a metal that can be lost has risen with the increase of prefabricated units, kitchens, etc., following a greater degree of fitting of modern houses. Securicor patrols guard against losses as well as those of equipment on such incidents, hose left running or on unprotected perimeters.

For companies or persons who prefer a more discreet method of protection there are equipments which are set up to warn of intruders and transmit the information over existing telephone lines to control and surveillance points.

With all these facilities it is quite simple to make entry premises difficult to well-impossible and simultaneous. Identify the criminal beyond doubt whatever. But the user has to be motivated to defeat the snooper and the thief. This is probably the most important of all the extensions of security devices and the insurance companies together, though the latter are not as powerful as they want to be.

Ted Schoe

Little response to energy programme Pound easier

BY OUR WALL STREET CORRESPONDENT

PRICES DRIFTED on Wall Street today when the Stock Market did not appear to respond much to President Ford's Energy Programme, which contained no surprises.

At 1 p.m. the Dow Jones Industrial Average was up 0.35 to 828.66 and the NYSE All Company Index gained 0.25 to 148.06. Trading volume expanded 2m. shares to 142.2m. compared with 1 p.m. yesterday.

Analysts said investors already had discounted President Ford's decision to impose an extra \$1 to \$2 a barrel oil import tax on June 1 as part of his campaign to reduce consumption and American dependence on imports.

He also said he would decontrol the price of Old Oil—established U.S. wells—some time after Congress ends its holiday recess next week.

The additional Oil Tax will be inflationary, but is designed to curb consumption. However, there is some concern it will affect all oil products.

Selected Oil and Oil Drilling stocks rose \$1 or more. Part of the gain in Oils was attributed to:

Closing prices and market reports were not available for this edition.

President Ford's Energy Plan, which will certainly mean higher fuel and petrol prices. Exxon rose \$1 to \$2.45 and Halliburton \$1 to \$18.75. Small gains were scored by Atlantic Richfield, Standard Oil of Indiana, Texas, and Atlantic Richfield.

Motorists surrendered fractions. In a published report, analysts expressed concern over lagging car sales, and predicted sharply lower earnings for car manufacturers in 1975. General Motors, weakest in its group, dropped \$1 to \$33.10.

Bureaucratic gains went to \$101 and IBM fell \$2 to \$214. Sears, Roebuck, Eastman Kodak and Du Pont each gave up fractions, as did most Steels, which fell \$1 to \$14.50, sharply lower quarterly earnings.

Honeywell, the widest mover on the most active list, gained \$2 to \$39. The American SE was firm, with the Market Value Index up 0.10 to 88.30, while the turnover expanded 350,000 shares to 1.33m. compared with 1 p.m. yesterday.

OTHER MARKETS

Canada again mixed

Canadian Stock Markets remained irregular in moderate trading yesterday morning. The Industrial Share Index shed 0.00 to 187.00, Golds lost 1.00 to 417.35 and the S&P 500 fell 0.09 to 137.76, but Western Oils rose to 13.76, but Western Oils rose to 13.76.

AMERICAN SE MARKET VALUE INDEX

Starting base 100, Jan. 1, 1973.

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Foreign stocks also tended lower, with losses limited for Dutch and Belgian issues and also International Oils. Gold and Copper stocks showed bigger falls, while German lost most ground.

AMSTERDAM—Slightly lower. Royal Dutch shed \$1.07 to \$8.50, Unilever \$1.12 to \$10.40, and Philips \$1.50 to \$25.50.

Banks also fell. Algemeene Bank Nederland was down \$1.10 to \$15.50 and Amro Bank \$1.60 to \$22.50.

Heineken gave way \$1.10 to \$14.50. Bonds closed steady to slightly higher.

BRUSSELS—Lower following a slow trading. Among losers, Sibel, Sabam, and Samsel fell \$1.30 to \$1.80. In weak Metals, Union Miniere was down \$1.45 to \$1.50 and Vieille Montagne \$1.30 to \$1.40.

Among reduced Chemicals, UCB dropped \$1.35 to \$1.50. U.S. Shares closed generally lower. International General Motors fell \$1.40 to \$1.50, ITT \$1.16 to \$1.20, IBM \$1.10 to \$1.15, and Westinghouse \$1.10 to \$1.15.

In weak Dutch, French and German sectors, Hoogovens were off \$1.35 to \$1.40, Paribas \$1.70 to \$1.80 and Siemens \$1.35 to \$1.40.

Chemicals went against the general trend and mostly advanced a little.

In weaker Motors, VW shed \$1.30 to \$1.40, BMW \$1.10 to \$1.15 and Daimler \$1.10 to \$1.15. Machine Makers showed losses of between \$1.10 to \$1.15.

SWITZERLAND—Markets continued easier, with declining optimism on a speedy domestic economic recovery and Juvana's 1974 loss and dividend omission rumbled \$1.35 to \$1.40. A banker said investors are pessimistic after news of closures and work-time reductions.

The Foreign sector, Dollar stocks edged lower over a fairly broad front. Dutch Internationals and Germans also tended easier, with Commerzbank declined \$1.10 to \$1.15, Dresdner Bank \$1.10 to \$1.15, and Deutsche Bank \$1.10 to \$1.15.

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In weaker Motors, VW shed \$1.30 to \$1.40, BMW \$1.10 to \$1.15 and Daimler \$1.10 to \$1.15. Machine Makers showed losses of between \$1.10 to \$1.15.

OSLO—Banks, Industrials and Shipbuilders were easier, but insurance stocks fell. A banker said investors are pessimistic after news of closures and work-time reductions.

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South African Gold Mines closed President Brand lost \$1.10 to \$1.20.

GERMANY—Predominantly lower in sporadic and nervous trading. Especially Foreign selling caused shares to decline in the absence of buying support. Recent official statements that the economic slow-down in West Germany will probably continue for a longer period than anticipated were major negative factors.

Banks were substantially lower. Commerzbank declined \$1.10 to \$1.15, Dresdner Bank \$1.10 to \$1.15, and Deutsche Bank \$1.10 to \$1.15.

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SWITZERLAND—Markets continued easier, with declining optimism on a speedy domestic economic recovery and Juvana's 1974 loss and dividend omission rumbled \$1.35 to \$1.40. A banker said investors are pessimistic after news of closures and work-time reductions.

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Sterling was slightly easier in the foreign exchange market yesterday against major currencies, with the Washington Agreement against 14 currencies (as measured on noon rates in New York by the Bank of England) widening on balance to 24.7 per cent, from 24.6 per cent, although holdings of \$1.15 per £1 in early readings and at noon.

In terms of the dollar at \$1.00, the pound fell to 2.2310, opening at 2.2300, and amid various fluctuations touching 2.2325-2.2320 at one point in the early afternoon, but in the end settling at 2.2310.

Gold was fixed at an ounce lower in the London market at \$170.17, but at one point was at \$170.12, with the reports of French exchange control moves at an setting factor.

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GOLD MARKET

Gold (London)	May 28	May 29
Gold (London)	170.17	170.17
Gold (New York)	170.17	170.17
Gold (Paris)	170.17	170.17
Gold (Frankfurt)	170.17	170.17
Gold (Zurich)	170.17	170.17
Gold (Geneva)	170.17	170.17
Gold (Basel)	170.17	170.17
Gold (Bern)	170.17	170.17
Gold (Lucerne)	170.17	170.17
Gold (St. Gallen)	170.17	170.17
Gold (Appenzel)	170.17	170.17
Gold (Glarus)	170.17	170.17
Gold (Graubünden)	170.17	170.17
Gold (Obwalden)	170.17	170.17
Gold (Nidwalden)	170.17	170.17
Gold (Schwyz)	170.17	170.17
Gold (Uri)	170.17	170.17
Gold (Tessin)	170.17	170.17
Gold (Valais)	170.17	170.17
Gold (Vaud)	170.17	170.17
Gold (Neuchâtel)	170.17	170.17
Gold (Jura)	170.17	170.17
Gold (Canton de Fribourg)	170.17	170.17
Gold (Canton de Valais)	170.17	170.17
Gold (Canton de Neuchâtel)	170.17	170.17
Gold (Canton de Jura)	170.17	170.17
Gold (Canton de Fribourg)	170.17	170.17
Gold (Canton de Valais)	170.17	170.17
Gold (Canton de Neuchâtel)	170.17	170.17
Gold (Canton de Jura)	170.17	170.17
Gold (Canton de Fribourg)	170.17	170.17
Gold (Canton de Valais)	170.17	170.17
Gold (Canton de Neuchâtel)	170.17	170.17
Gold (Canton de Jura)	170.17	170.17
Gold (Canton de Fribourg)	170.17	170.17
Gold (Canton de Valais)	170.17	170.17
Gold (Canton de Neuchâtel)	170.17	170.17
Gold (Canton de Jura)	170.17	170.17
Gold (Canton de Fribourg)	170.17	170.17
Gold (Canton de Valais)	170.17	170.17
Gold (Canton de Neuchâtel)	170.17	170.17
Gold (Canton de Jura)	170.17	170.17
Gold (Canton de Fribourg)	170.17	170.17
Gold (Canton de Valais)	170.17	17

FT SHARE INFORMATION SERVICE

Stock	Price	Chg	Vol	Cr	Gr	Pr
100	1.00					
101	1.00					
102	1.00					
103	1.00					
104	1.00					
105	1.00					
106	1.00					
107	1.00					
108	1.00					
109	1.00					
110	1.00					
111	1.00					
112	1.00					
113	1.00					
114	1.00					
115	1.00					
116	1.00					
117	1.00					
118	1.00					
119	1.00					
120	1.00					
121	1.00					
122	1.00					
123	1.00					
124	1.00					
125	1.00					
126	1.00					
127	1.00					
128	1.00					
129	1.00					
130	1.00					
131	1.00					
132	1.00					
133	1.00					
134	1.00					
135	1.00					
136	1.00					
137	1.00					
138	1.00					
139	1.00					
140	1.00					
141	1.00					
142	1.00					
143	1.00					
144	1.00					
145	1.00					
146	1.00					
147	1.00					
148	1.00					
149	1.00					
150	1.00					
151	1.00					
152	1.00					
153	1.00					
154	1.00					
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169	1.00					
170	1.00					
171	1.00					
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183	1.00					
184	1.00					
185	1.00					
186	1.00					
187	1.00					
188	1.00					
189	1.00					
190	1.00					
191	1.00					
192	1.00					
193	1.00					
194	1.00					
195	1.00					

